

SEA+I

ISSUE 40



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Nicholsons
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SEA+I

FOREWORD

Since 1782 Camper & Nicholsons has upheld yachting traditions by exploring new markets. This year is no different as we deliver a pioneering digital yachting platform that is combined with our new interactive website.

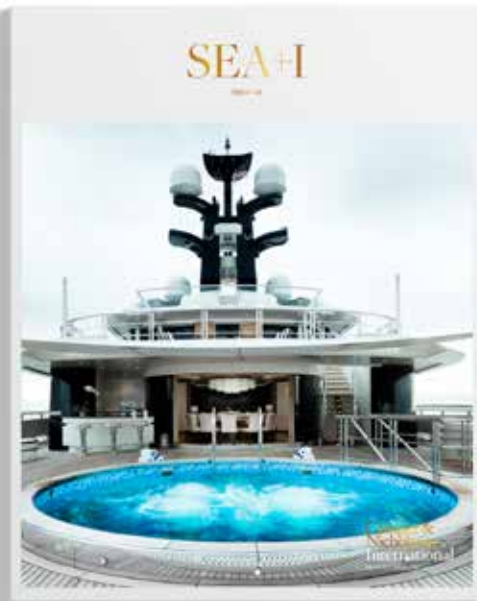


IMAGE This issue of SEA+I brings you exciting yachts on the market, for sale and charter

Indeed this issue of SEA+I is a mirror of our company strategy: we are sailing farther than ever before.

Our firm's heritage is exemplified by our America's Cup entrants from a century ago. In this issue we can read all about these classic Camper & Nicholsons yachts - while keeping an eye on the current tournament in New Zealand. Our 2020 events guide also allows readers to coincide their charter with an action packed year: from the Japan Olympics to the Dubai EXPO and Vietnam Grand Prix.

Visitors to the Monaco Yacht Show will agree that the South of France will always be the spiritual home of yachting. That's why we explore the wonderful world of sailor-artists Paul Gauguin, Henri Matisse and Jean Cocteau. Safeguarding such colour is key to our continued success. Our interview with ocean champion Dr Sylvia Earle, plus the introduction of the new breed of eco-yachts, charts course for this important aim.

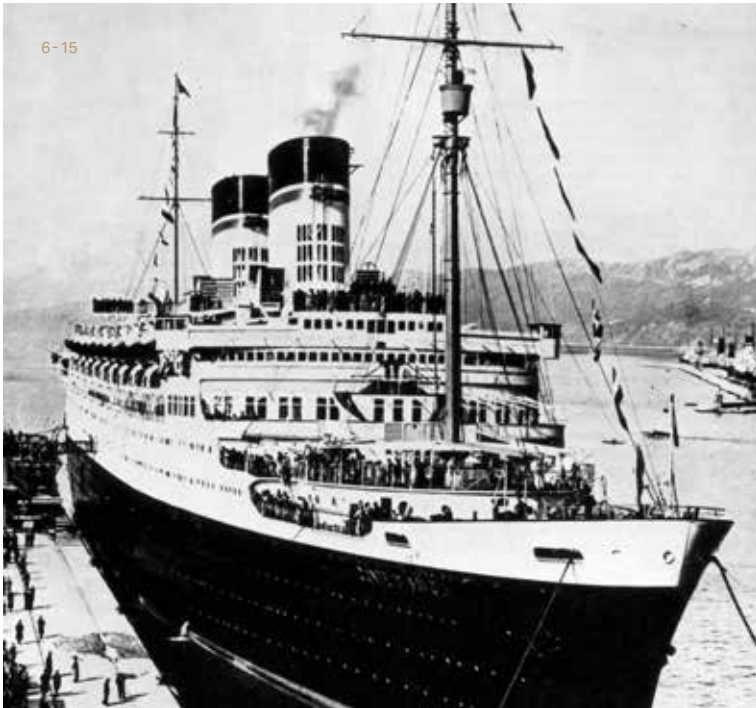
Finally, and most importantly, please enjoy sailing the wonderful seas around us. My colleagues in our brokerage, charter, new build and other divisions remain on hand to help you do just that.



A handwritten signature in black ink, which appears to read 'Paolo Casani'.

Paolo Casani
Chief Executive Officer

Unrivalled *knowledge*. Unbeatable *experience*.





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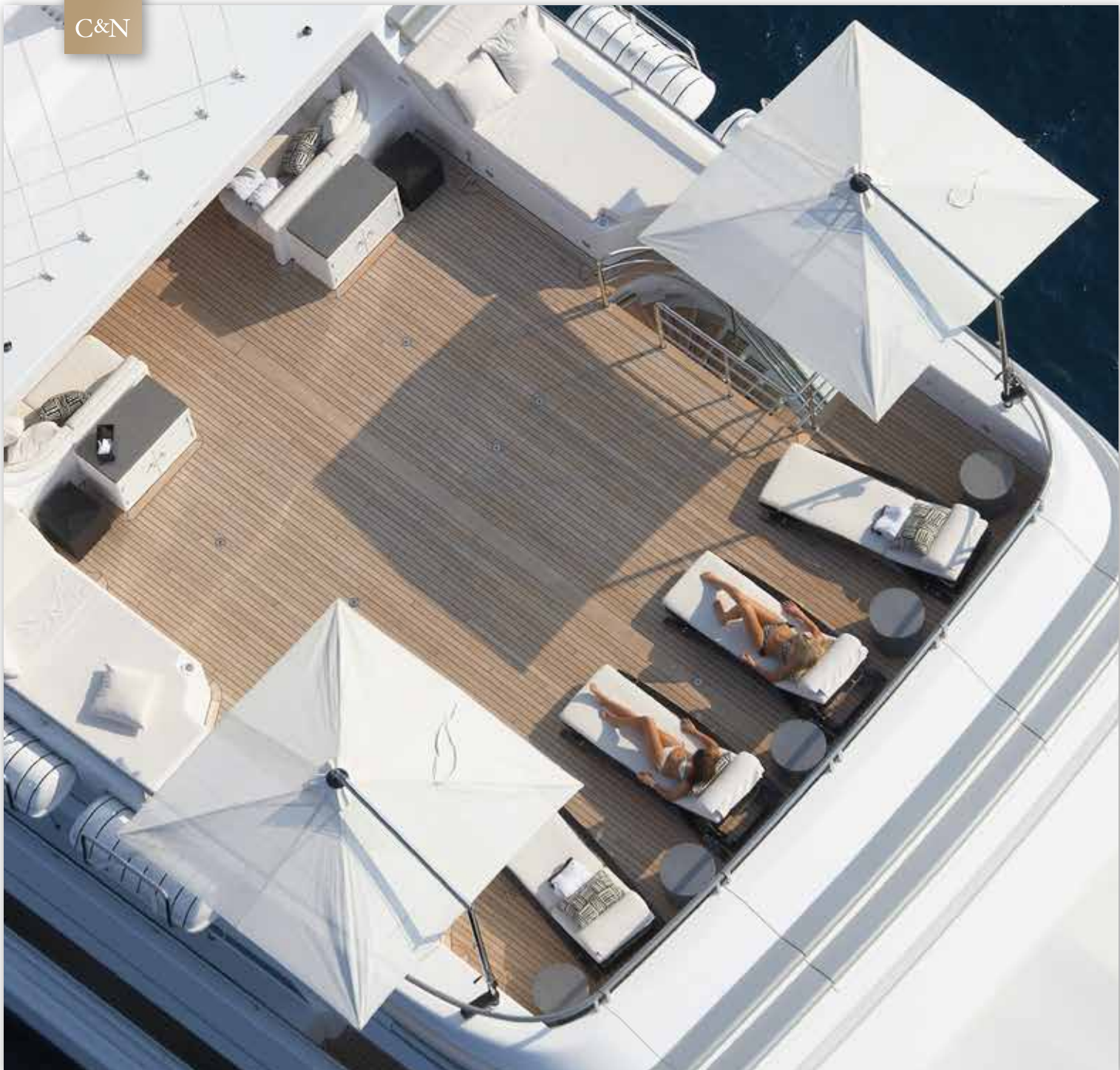
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Today's superyachts are highly sophisticated products. Their go-anywhere capability allows them to operate across international borders using a globalised crew, necessitating a level of knowledge found in commercial ship management. We can offer the skills required in running a 21st-century yacht, enabling owners to focus on what matters most – enjoying it with family and friends.

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SECTION 1

HERITAGE

HERITAGE

Prada, sailing to
new horizons

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HERITAGE

Prada, sailing to new horizons

WRITTEN BY TRISTAN RUTHERFORD

For good reason has Prada navigated farther than other fashion brands. For over a century it has clothed adventurous sailors, frequently using naval nylons and travelling trunk designs. Now the world's fastest - and most fashionable - yachties wear Prada. As a current America's Cup sponsor, the label will turn heads this season.

Nearly a century ago Italian liner *SS Conte di Savoia* was the pride of her class. In all, 578 First Class passengers could glide from Napoli to New York on a seven-night extravaganza of bellini cocktails, ballroom dancing and piped Caruso arias. The 248m vessel was built to last at Trieste's Fincantieri shipyard. Today the boatbuilder crafts many of the world's largest superyachts including 140m *Ocean Victory*, which was designed by Espen Oeino for a Camper & Nicholsons' client.

Then, as now, a Milanese firm sailed in the wake of these high society habituées. In 1913 Mario Prada opened a shop selling steamer trunks to transatlantic travellers. His head-height cases featured a dozen drawers, costume hangers and detachable grips. Signor Prada's luggage became synonymous with hard-wearing style, although one must pity the porters who had to lug them aboard each liner. Each case came

embossed with a company address in Milan: Galleria Vittorio Emanuele 63. It remains the flagship Prada store to this day.


Prada embellished its brand thanks to a century of innovation. In 1975 Mario's granddaughter, Miuccia Prada, joined the family firm. A few years later she launched a backpack made from the same army spec nylon that her grandfather used to cover steamer trunks. A shoe line followed in 1979. In 1985 Miuccia released a black tote so popular it became known simply as "the Prada bag". As she once told *The New Yorker* magazine: "I want always to mix the industrial way of doing things, with the patrimonio of the past." It's a savvy mix. So much so that Prada trunks, hand-me-down heels and original it-bags are fought over in vintage stores from Rellick on London's Ladbroke Grove to L'Arabesque on Milan's Via Francesco Sforza.

RIGHT The Fincantieri-built liner *SS Conte di Savoia* embarking for a transatlantic voyage





TOP The flagship Prada store in Milan's Galleria Vittorio Emanuele II.



Signor Prada's luggage became synonymous with hard-wearing style, although one must pity the porters who had to lug them aboard each liner.

The high seas are like high fashion. If you stay still, you sink. Similarly, throughout the 20th century Camper & Nicholson's constantly reinvented itself by pioneering Marconi rigs, laminate wood constructions, commando surf vessels and flying boats, while producing the largest sailing and motor yachts the world had ever seen. Like a Prada purse, the boatbuilder's style keeps its value. For example, teak sailing yacht *Ippogrifo II*, designed by ocean racing architect Germán Frers and built by Camper & Nicholson's, still garners knowing looks from Porto Cervo to the Port de Nice.

In 1997 a seafaring innovation placed Prada on the global map. Patrizio Bertelli, Miuccia Prada's husband and company CEO, opined that no other race coupled style, energy and global allure like the America's Cup. If Prada entered the 30th edition of the race in 2000 it would be good publicity. If they won, the entire world would see the red Prada rectangle stamped on a gunmetal grey hull. A conversation with Germán Frers resulted in *Luna Rossa*, a flush-decked racer that only a Milanese fashionista could commission. Prada's punt was a long way from liner luggage. The question was, how would it sail?

Rarely have as many as 11 challengers sailed to an America's Cup start line. Nor has a race boasted as many big name captains as the 2000 tournament. These included American Yachtsman of the Year Paul Cayard, Route du Rhum champion Marc Pajot and

four times America's Cup winner Dennis Conner. All had competed in both the Olympic Games and the Whitbread Round the World Race.

Luna Rossa beat them all. Her skipper Francesco de Angelis became the first Italian to win the challengers' trophy. He was ably assisted by Max Sirena as mid-bowman - traditionally the toughest job onboard. In short, the Prada yacht won the right to challenge Team New Zealand for the America's Cup proper. The race also marked the first time that all American attempts to lift the Auld Mug had been eliminated before the final round.

Luna Rossa looked spectacular in the America's Cup sail-off, with her Prada-clad grinders half-submerged by Auckland's raging Hauraki Gulf. But trophy defenders Team New Zealand, led by Kiwi Olympic champion Sir Russell Coutts, proved too strong. Prada challenged again in Auckland in 2003, and Valencia in 2007, while her successor boats plied their colours in harbours from Marseille to Malmö, from Sardinia to Singapore, before racing under San Francisco's Golden Gate bridge in the 2013 America's Cup.

Solid showings in the America's Cup did the Prada brand no harm. New Prada flagship stores in Seoul and Tokyo were designed by Pritzker Prize winners Rem Koolhaas and Herzog & de Meuron. A 2006 biopic of American Vogue could only be called *The Devil Wears Prada*.



PRADA

LUNA ROSSA

CUP




PRADA

The tournaments also proved that top teams must sail ahead of the pack. Prada once sold luggage to wealthy Italians, but now makes headway purveying eyewear and fragrance to Brazilian industrialists and Chinese millennials. In another novel twist, the company isn't listed in Milan or New York, but on the Hong Kong stock exchange. In Miuccia's own words: "I always wanted to be different. I always wanted to be first." It's a lesson for fashion icons and sailors alike.

Next year the America's Cup returns to New Zealand. *Luna Rossa's* skipper will be Max Sirena, the former bowman from Prada's original challenge 20 years ago. The Italian will be hoping for a sterling silver trophy to match his Prada shoes.

NEXT PAGE Luna Rossa captain Max Sirena



Luna Rossa's skipper will be Max Sirena, the former bowman from Prada's original challenge 20 years ago. The Italian will be hoping for a sterling silver trophy to match his Prada shoes.



Marinas in Italy

Camper & Nicholson's **Cala Ponte Marina** isn't merely a springboard for Croatia, Montenegro and the Greek Islands, all a day sail away. The seldom-sailed Puglia coast beckons by way of Polignano a Mare, the "Pearl of the Adriatic", and Alberobello, home of the UNESCO-protected *trulli* houses.

Yachts in Italy

The 52m sailing yacht **Q** is listed to charter exclusively with Camper & Nicholson's. Her suave looks and flotilla of toys makes her particularly amenable to Italian waters. From the Tremiti Islands to the Pontines, trips to lonely beaches can be made by kayaks, snorkels, RIB or water skis.

NEXT PAGE Polignano a Mare on the Puglia coast.



WEST MEDITERRANEAN

Q

Length 51.75m (169'9)

Guests 10 (3 double, 2 twin)

Crew 9

CHARTER PRICE FROM €180,000 PER WEEK



HERITAGE

Jean-Marie Recamier, a half century at Camper & Nicholsons, Cannes

WRITTEN BY TRISTAN RUTHERFORD

Jean-Marie Recamier is a distinguished link to Camper & Nicholsons glorious past. During a fifty year career the Senior Sales Broker has witnessed the heritage yachts of yesteryear and the company's latest builds. Recamier's additional role is to safeguard the company's most renowned yachts. Each remains as finely crafted as when its original gentleman-owner first took charge.

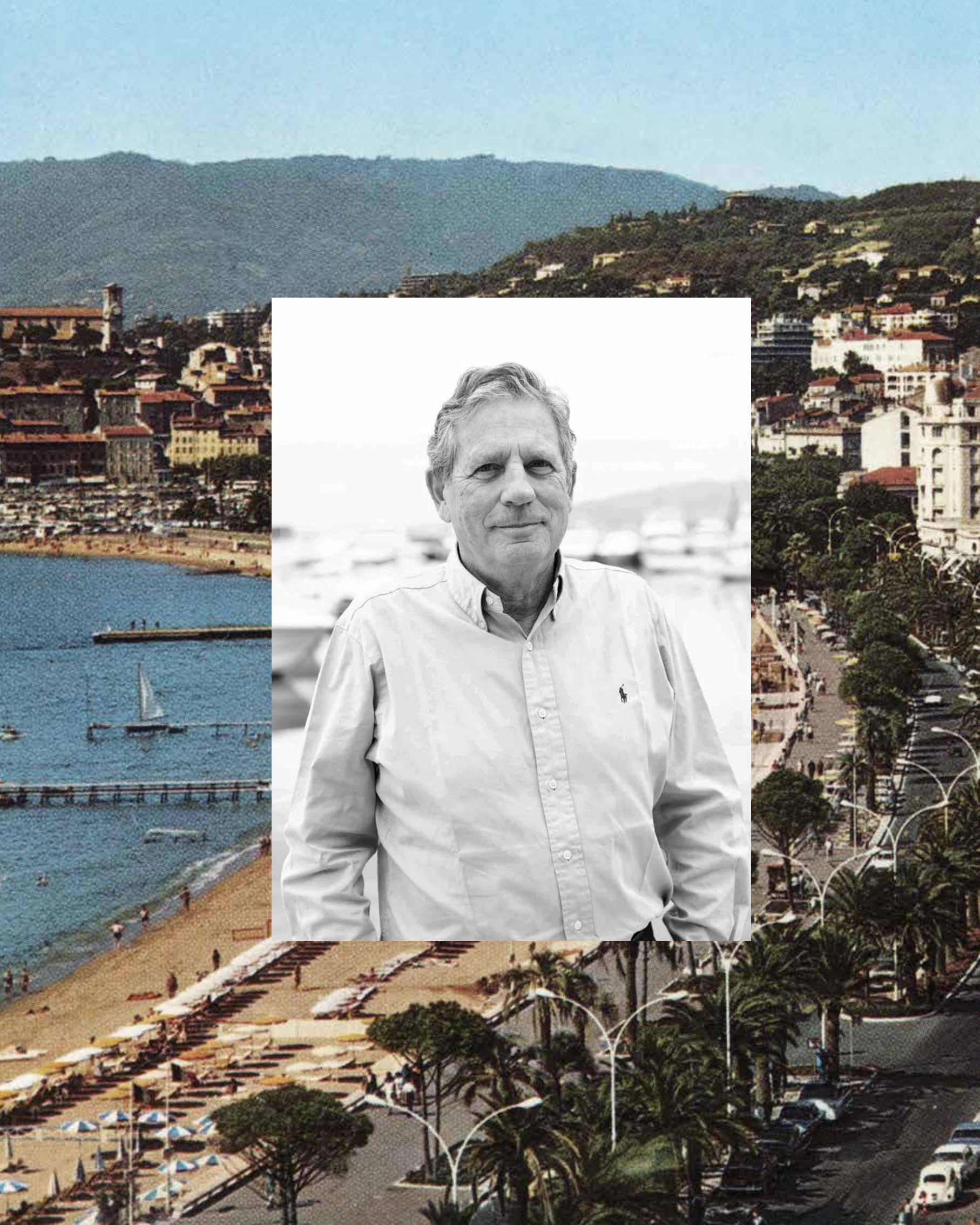
With five decades experience at the highest level of brokerage, Jean-Marie Recamier is a titan of the luxury yachting world. But he's quick to recall his lucky breaks. "In 1967 I raced in the Trailblazer series to train for the America's Cup," recalls the Senior Sales Broker. "By chance I was introduced to our company owner and future chairman, George Nicholson, who invited me to race the latest Camper & Nicholsons built sailboats." It was a dream job for a 21-year-old. "I essentially voyaged around the Mediterranean with some of Mr Nicholson's most prestigious clients."

Work wasn't all play. A few years earlier George Nicholson had pioneered the industry's first overseas sales office, on La Croisette in Cannes, to broker orders for the firm's shipyards on Britain's south coast. Recamier regularly flew up to Gosport and

Southampton to check progress for his clients. "The heritage at those yards was immense," he recalls. "There were ancient yachts made of wood and steel laying around from Victorian times. And steamers and braziers for bending and hardening wood. You could say I've witnessed Camper & Nicholsons in the 19th century, as well as the 20th and 21st."

In the late 1960s yachting had few rules. "You were essentially allowed to sail wheresoever you pleased," remembers Recamier. "Yachting was a pastime undertaken for pure pleasure, by connoisseurs of sailing and speed." Some crew members didn't even possess a license but were natural sailors, like fishermen from Spain or Portugal. "Those with a ticket were mainly British or French naval officers who commanded their yachts with élan."

NEXT PAGE La Croisette in Cannes in the 1970s. Jean-Marie Recamier.





Some of the era's clients were larger than life characters. In the 1970s a young Recamier placed an advert in *Yachting World* for a recent sailing yacht. "Then Malcolm Forbes called me from New York to check her condition was as advertised." For Forbes, one of the world's richest individuals, the broker's word was enough. "The next day Mr Forbes flew into Nice Airport on his private DC-9 airplane. It was painted gold and had the words *Capitalist Tool* written on the fuselage." A few weeks later Forbes telephoned the young broker to thank him personally for his time.

Sadly, no tales from the mid-1970s onwards will be revealed. "To be a broker is to be a *confidant*," Recamier explains. "In times past I would meet a client for lunch and they would choose to share personal information to help me search for the perfect yacht. I had to carry a lot of trust." Although guests may share their sailing life on social media, it's safe to say that Recamier isn't on Facebook. "One of the reasons I still have clients after 50 years is because I keep everything discreet. I even act as broker for the third generation of some families. But if I breathed a word of their life stories, however innocuous, it would be extremely disrespectful."

Such a career has brought Recamier alongside the a cornucopia of industry-topping boats. For him the most uniquely characteristic of classic motor yachts is 59m *Marala*, built in Gosport in 1931 to a Charles Nicholson design. The art deco cruiser, with its original MAN diesel engines intact, epitomises a decadent decade of high living and knowing

sophistication. "The first time she had been on the market in 53 years is when I sold her two years ago, so she remains a Campers yacht." Another favourite is 67m *Anna*. "This time I introduced the buyer to designer Michael Leach, while Feadship in Holland built her powerful, prowling lines. I believe she is among the most beautiful Feadships ever built."

For Recamier, selecting a favourite Camper & Nicholsons sailing yacht is like choosing a favourite child. "But if I could only have one it would be 43.5m *Sylvia*, the second largest Camper & Nicholsons sailing yacht still afloat. She was built in 1925 but still cruises around the world. She is doubly interesting because I met her owner, the fashion magnate Don Emilio Pucci, in the early 1970s, then ensured this *grande dame* obtained the sensitive renovation she deserved. Then I sold *Sylvia* again 20 years ago, so I know she's in safe hands."

The company veteran of five decades has been responsible for other industry firsts. He co-started MYBA, a worldwide brokerage organisation that lent the industry assurance and trust. In turn this led to the creation of a small boating event in Port Hercule - now known as the Monaco Yacht Show. Recamier's latest project is the launch of the Heritage Club to safeguard the history of Camper & Nicholsons most illustrious launches from the past century. "Our new yachts are beautiful," confirms the Senior Sales Broker, "but tradition never grows old."

PREVIOUS PAGE The classic motoryacht *Marala*, built at Gosport to a Charles Nicholson design.



Senior Sales Broker **Fernando Nicholson** opened the firm's Miami office in 1994. His ancestor, naval designer Ben Nicholson, was a founding father of Camper & Nicholson's.

Chief Innovation and Technology Officer **Giovanni Alessi** joined Camper & Nicholson's in 2019. His great grandfather founded Alessi, the Italian design and product company, in 1921.

IN CONVERSATION WITH...

Fernando Nicholson & Giovanni Alessi

WRITTEN BY TRISTAN RUTHERFORD

Fernando Nicholson and Giovanni Alessi are scions of celebrated yachting and design dynasties. The Camper & Nicholsons duo agree that innovation is the key to continued success. Here the pair discuss the most pioneering yachts, plus a groundbreaking tech platform that puts power back in the hands of sailors and stakeholders alike.

ALESSI I'm eager to have this conversation with Fernando because he's a living link to a glorious heritage. Before 1782 there was no yachting, charter or brokerage industry. His forefathers had to create it. As an Alessi I also know the importance of safeguarding a wider history.

NICHOLSON You're correct. To stay ahead, each generation has to keep inventing. When my father George Nicholson was 20 years old, my grandfather told him to go to the South of France to source repair work for our shipyard in Gosport. The problem was that my father liked the Cote d'Azur more than 1950s Britain. So he stayed and created the overseas brokerage industry from scratch from a small office on La Croisette in Cannes. Soon his clients grew to include Persian kings, Arabian royalty and the like.

ALESSI So you started at Camper & Nicholsons at a young age?

NICHOLSON Maybe six years old! I would go around the marinas in Antibes, Monaco and Cannes to look at yacht sterns and sails. From the age of 11 my father and I used to visit Benetti in Viareggio, then drive another 10 hours to the Adriatic to see other luxury yachts being built. You understand the sentiment

towards the company only suddenly. Like when I was eating dinner at Ancona's Grand Hotel Passetto. A shipyard owner came over and embraced my father and told him how great he was. I thought it was pretty embarrassing!

ALESSI But were you also proud?

NICHOLSON OK, I wanted the earth to eat me up, but I was also proud. The idea of custodianship, or guarding the company for future generations, was always there. For example, one of our young brokers, Jean-Marie Recamier, used to take me windsurfing in the South of France. Now fifty years after starting work, this gentleman remains in Cannes as our outstanding Senior Sales Broker. Matching heritage with innovation is the Camper & Nicholsons way.

ALESSI That statement is truer than ever, because the information age is moving so fast. Right now I believe the science exists to make yachting better, but its uptake in our industry has been slow. For me that's like owning a Ferrari but only using first and second gears. Right now information from all these stakeholders is managed in a haphazard way, including Word documents, email archives, handwritten notes and Instagram marketing posts.





NICHOLSON You're right. Little of this data links up or is collaborated.

ALESSI Then let me offer you a glimpse of how technology can empower all industry stakeholders: owners, brokers, captains, shipyards and guests. Now imagine you are a luxury yacht owner. Perhaps you'd like to distil all the information about client feedback, purser expenses or fuel usage into one platform. Or imagine you are a yacht manufacturer. Perhaps you'd like to receive projections about what guests are looking to charter next year, then filter that data into your design. We don't want the industry to experience disruption - that's a negative word - we want to better embrace the exciting years ahead. Thankfully Camper & Nicholson's have the biggest database in the industry. After all, they've been collecting intelligence since Fernando's great-great grandfather's day.

NICHOLSON Actually, my great-great-great grandfather! The data-led technology sounds so useful though. As a broker I maintain a relationship with my clients through email and WhatsApp as well as face-to-face. Yet I wish I had every detail on the yacht we're discussing funnelled into one source. Like who were the yacht's previous brokers, what is the unique history of the boat, or which marinas has she moored in. Preferably on a mobile device so I can share it securely with interested parties. Or imagine you are a potential client, lying on a beach in St Barths. Thanks to Giovanni, you will soon have the tools in your hand to understand who built the boat, when it's available

for charter, or how long it might take to manufacture something similar. The same data would also tell a yacht owner how much the boat is costing him or her in real time. It's trailblazing stuff.

ALESSI It's you guys who are leading this revolution. Brokers, owners and guests are requesting this information from the bottom up. Right now we are the only yachting company with software engineers working in a dedicated tech hub to design such a platform. However, I'd like to clear up a misconception that this technology would automate. It won't, because the yachting industry is all about 'people'. In your case it's the reputation of a broker, and their company to which the sale has been entrusted, that sells a boat. My extra layer of information allows you to market a yacht with irrefutable data.

NICHOLSON At the same time technology is changing the quality of life onboard. Thanks to zero speed stabilisers we've been able to change the shape of the hull and the width of the beam. For example, I was the first broker to introduce clients to a plumb bow on a 55m boat called *Forever One*. This enabled tenders to be garaged on the front of the yacht. So guests can dive right into the water the moment she anchors, rather than waiting an hour for the crew to unload the toys.

ALESSI That yacht has a Riva tender too. A great Italian design!

ABOVE *Qing*, a 46m Cheoy Lee yacht for sale with Camper & Nicholson's, designed by Ron Holland.

BELOW The pilot house of high-tech yacht *Qing*.



Thanks to Giovanni,
you will soon have the
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the boat, when it's
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or how long it might
take to manufacture
something similar.



NICHOLSON This level of personal design is found in all Camper & Nicholsons yachts. Using *Forever One* as an example, Horacio Bozzo the naval architect visited my clients' homes in Spain, Mexico and the United States. Bozzo understood how they lived, worked and entertained, before planning the yacht accordingly. Also, cruising has changed entirely. Yachting used to be the South of France, where you'd eat in a fancy restaurant and see who was sitting next to you. *Forever One* has sailed through the Kiel Canal to the Swedish coast. She has even moored by London's Tower Bridge.

ALESSI That's really something because innovating is risky. As my family will tell you, breaking the mould is a long process. You go through many no's until you get a yes.

NICHOLSON I know it! My father broke the mould of classic yachts because decades ago it was hard to make a big boat look beautiful. He made some early Feadships alongside Jon Bannenberg, the godfather of modern yacht design. Now our biggest superyachts look like works of art, and you can understand all the demands that have gone into them.

ALESSI I agree that many design breakthroughs are client led. Consider the people who charter or commission a Camper & Nicholsons yacht. They are among the most successful and influential people on the planet. Each one becomes a source of inspiration because of their demands. For example, several of these individuals pushed Camper & Nicholsons to pioneer America's Cup challenger yachts. That's why they remain the industry leaders to this day.


IMAGE *Forever One*, a 55m yacht brokered by Fernando Nicholson, sails through London's Tower Bridge.







ABOVE The Lofoten Islands in the far north of Norway now welcome sailors and guests.



Modern navigation equipment is so competent that paper charts are becoming obsolete, especially as the digital versions are updated to include fishing grounds, shipwrecks or shifting shoals.

NICHOLSON However, you have to be careful that technology doesn't eat you. We must ensure that designers make end-user items simple. I think that AIS is a brilliant device because it empowers, not confuses. It allows owners to know exactly where, and how fast, their yacht is travelling via a remote app. Also, modern navigation equipment is so competent that paper charts are becoming obsolete, especially as the digital versions are updated to include fishing grounds, shipwrecks or shifting shoals. But rest assured, our esteemed clients will never be guinea pigs. Our staff will be the first to test the technology. Only when it works perfectly, will we share it.

ALESSI In ten years' time many other facets of the industry will have changed. For my generation, protection of the ocean is important. For the next generation it's pivotal. Our forthcoming tech solutions will tell, for example, a charter party in Indonesia which species are protected, or how they can assist in certain marine areas. Camper & Nicholsons already have yachts for charter, many with minimal environmental footprints, to explore Greenland, East Africa and Polynesia.

NICHOLSON Destinations are becoming more yacht-friendly too. Last year I cruised the Norwegian fjords. We experienced fabulous seafood and friendly welcomes. However, I also sailed there 15 years ago and it was unbearable. There was nowhere to anchor, only rough commercial ports to moor in. Here's

another example. I have a 46m Cheoy Lee yacht for sale called *Qing*, designed by Ron Holland. Her owner sailed through South East Asia for two years delivering precious items and educational materials to islanders. He just came back to Florida for a refit and now he's sailing back. Technology combined with a will to explore are introducing new destinations like this.

ALESSI I think right now yachting is returning to its core beliefs. Correct me if I'm wrong Fernando, but original Camper & Nicholsons customers commissioned yachts in order to explore new worlds, sail farther or seek adventure. I feel the company is navigating back to its roots.

NICHOLSON But to sail ahead of the pack, we have to keep pioneering right?

ALESSI These days we can buy anything on the Internet. The only successful companies now are those who fulfil a unique experience, like Camper & Nicholsons.

NICHOLSON You're right. The yachting business will never be about the bottom line because it's about making people's dreams come true. We invented the industry in 1782. Let's sail to new horizons, and have fun along the way.




HERITAGE

Paolo Casani, the Asia report

Today's Chief Executive Officers are frequent flyers. None more so than Paolo Casani, who flies the Camper & Nicholsons flag across 12 worldwide bureaux. Casani's current focus is Asia. While business etiquette may differ in his latest offices in Hong Kong and Phuket, yachting remains a global aspiration.





“We have always been bolder than other brokerage houses,” says Casani. “Hong Kong was logically our next port of call.”

In 2017, Camper and Nicholsons opened its first office in China. “During our two centuries of history, each company leader navigated to new international waters,” he explains. “As CEO I’m custodian to our future. That’s why I’m sailing in their wake.” The search for new markets led the company to pioneer the industry’s first overseas office in Cannes, followed by Palma, Monaco, Miami, Antibes and many more. “We have always been bolder than other brokerage houses,” says Casani. “Hong Kong was logically our next port of call.”

Casani claims that China’s potential as a yachting powerhouse is self-evident. According to a report by Swiss bank UBS, China boasts nearly 400 billionaires. “Another two are minted every week,” adds Casani. “More importantly, the same report says that 97% of those billionaires were self-made. That shows me there’s appetite for further success.” For the past four decades the Chinese economy has doubled in size every eight years.

Recent visitors to China confirm that things are changing fast. The country now hosts five of the world’s ten highest buildings. In Beijing the Supercar Club has hundreds of members who drive vehicles as fabulous as the McLaren P1 and the Zonda R. Yet in the 1980s locals could be imprisoned for conversing with foreigners. In the 1990s stores still used ration tokens. “Now Chinese are global citizens familiar

with most international brands,” says Casani. “That’s a dynamic commercial change.” But the Camper & Nicholsons CEO sails more cautiously than most. “We don’t franchise or license our heritage. When we are present, we are there directly.” In short, diluting the company’s DNA would be a gross navigation error.

Here Casani has form. He presided over world-beating Italian brands including fashion label Ferragamo and yacht builder Azimut. Each one now enjoys a powerful trademark in the mainland. “Being physically present is key,” he explains. Casani cites the example of Louis Vuitton, which opened a Beijing branch in 1992. “Although the store probably didn’t break even that year, it cemented a long term relationship.” China now accounts for a third of all revenues for Louis Vuitton’s parent company LVMH.

In business as in yachting, face time is all. “Commerce is based on personal relationships the world over, but here in China it’s particularly important.” This requires patience, says Casani, “but when links are established, they are for life.” That said, a passion for craftsmanship is appreciated as keenly in China as in Casani’s native Italy. “Chinese culture is arguably the world’s oldest, with millennia-old traditions of art, architecture, philosophy and design,” he explains. “To achieve perfection you have to be patient.”

IMAGE Hong Kong’s Gold Coast Yacht and Country Club, viewed from the 28th floor roof top.





THAILAND


Lamima

Length 65.2m (213'11)

Guests 14 (5 double, 2 twin)

Crew 20

CHARTER PRICE FROM \$140,000 PER WEEK



“Deals are struck on yachts, alongside social occasions, which makes marinas very important,” Casani explains.

The same face-to-face etiquette applies onboard. “Deals are struck on yachts, alongside social occasions, which makes marinas very important,” Casani explains. “That’s why some of our Asian owners maintain a dayboat for trips from Singapore or Thailand, plus another for longer cruises.” China watchers will note sumptuous new marinas in Zhongshan near Macao and on Hainan Island, China’s version of the Balearics. In the latter, Sanya Marina has already hosted several editions of the Volvo Ocean Race.

However, as China develops, its charter parties are sailing further afield. Camper & Nicholson’s Hong Kong office has been brokering trips - in five languages - around Indonesia’s Raja Ampat archipelago, where 1,000 species of fish cavort around 500 species of coral. Thailand’s accessibility renders it Asia’s yachting go-to. “That’s why we opened our second Asian office in Phuket in 2018,” explains Casani. “You can fly to the island from 20 Chinese airports, then be sitting in our office on the Andaman Sea 20 minutes later.” From here the Tarutao National Park, an envy-inducing cluster of limestone towers that crumble into icing sugar sand, are a day sail away.

South East Asia offers allure to an older client base. “Our European and American clients, familiar with the Mediterranean and the Caribbean, are cruising here too,” says Casani. The Italian’s vessel of choice in these tropical seas is 65m *Lamima*, a traditional Indonesian phinisi with the accoutrements of a superyacht, including a PADI diving centre and Asian-inspired spa. “I’d charter it myself if I wasn’t building frequent flyer miles between Hong Kong, London and Monaco.”

Casani’s days are long for a final reason. Just as west meets east in the charter market, Asian shipyards are building ever more sophisticated yachts. “Some years ago Chinese firms purchased several European brands, like Ferretti in Italy and Sunseeker in Britain,” explains the CEO. That knowhow is now being refined and refigured by China’s leading boatbuilders, like Cheoy Lee and Kingship. “Our staff in Hong Kong were the first to market these builds to a global audience,” says Casani. A shining example of the Made in China marque is McConaghy’s *Frers Trimaran*. This multi-hulled gesture of modernity, to be delivered in 2020, engineers a helipad and glass-backed Jacuzzi into a 46m frame. “It’s a model you couldn’t conceive two decades ago. Just like China itself.”



SALE & PURCHASE

Accelerated sales with the most experienced team in yachting

Boasting the world's most extensive database of buyers and sellers, Camper & Nicholsons achieves the industry's fastest superyacht transaction times. Our brokers across 12 worldwide bureaux are the best connected in the business. These relationships ensure that each yacht receives the maximum possible exposure via an arsenal of marketing tools, including yacht show representation, media placement and an award-winning magazine.

Camper & Nicholsons International

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CHARTER MARKETING
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SECTION 2

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SALE & PURCHASE

The new build report

WRITTEN BY FABIO ERMETTO

The data available to Fabio Ermetto's new builds division grants him access to almost any yacht under construction, from Holland to Hong Kong. His success synchronises with his education as a naval architect. Camper & Nicholsons Chief Commercial Officer points out innovative designs that are bringing more yachts to market than ever before.

Although many yacht companies claim to have a new build division, very few have a team with proper experience and skills in this field. At Camper & Nicholsons I lead a dedicated team with intimate links to the world's leading shipyards. My career offers a case in point. I started building yachts at Dutch manufacturer Heesen the moment I graduated as a naval designer. Then I spent 18 years working at some of the major shipyards across the world. Yet my own experience is dwarfed by that of my colleagues. This multilingual team boasts 20, 25 or 30 years of project managing bespoke luxury boats.

That's important because the new build market is uniquely international. Take the forthcoming 44m Kingship for example. Launching next year, she has a beam so wide it's like a St Tropez beach club just anchored offshore. At this stage a buyer could even insert an elevator, an extended swim platform or an outdoor teppanyaki kitchen. Moreover, the yacht is being constructed in China with European materials by an Argentine naval designer. We live in global times.

Two decades ago the buyer of this yacht would likely be British or American. Today that purchaser might be Chinese, Brazilian, Mexican or Russian. Thankfully our staff speak a combined total of 21 languages, from Turkish to Thai. As one of our 12 worldwide bureaux is always open for business, the sun never sets on Camper & Nicholsons.

However, the overwhelming market leader for new builds is my native Italy, Holland and Germany. That's because some of the main manufacturers in these countries have so much confidence in market conditions that they build yachts on speculation, frequently even in a relatively large size segment. That works well for both parties, as in 25 years I have never met a client who wishes to wait any longer than necessary for their new boat. There are currently about 90 yachts under construction on speculation sized 30m above. At Camper & Nicholsons we know all of them, from stage of construction to the finest details. We often visit their shipyards to be prepared when our clients need our advice, including timing, which is always a critical factor when reaching a good deal for all concerned.

NEXT PAGE *Sarastar*, 60m Mondomarine 2017



CARIBBEAN

Sarastar

Length 60.2m (197'6)

Guests 12 (5 double, 1 twin)

Crew 15

CHARTER PRICE FROM €364,000 PER WEEK



FROM LEFT Fiat 500. Olivetti typewriter. Vintage Ferrari.



In Italy design is raised to levels where even a coffee cup is critiqued for its panache and practicality.

In my opinion there's a second reason why Italy is the new build industry leader in terms of volumes. It's the same reason why you may have owned an Olivetti typewriter, Alessi lemon squeezer or Bialetti espresso machine. Or a Boffi kitchen, Cassina chair or Fendi bag. In Italy design is raised to levels where even a coffee cup is critiqued for its panache and practicality. Take the SanLorenzo SL102 Asymmetric as an example. She pushes the rules of yacht architecture by rethinking interior layouts to add an extra 10m² of space, plus floor-to-ceiling windows that invite the ocean in. All within a 32m-long structure that hosts 10 guests in five sumptuous staterooms. And in Italy we take care to style all sizes correctly, from the Fiat 500 to the Ferrari Dino.

Design and tech are best paired on the Baglietto that we'll deliver next year. Groundbreaking engineering allows her to combine a 10m wide beam with a 4,500 nautical range - within a 54m tri-deck layout. That means vast interior spaces with panoramic windows, plus enough power to glide from Barcelona to the Bahamas without pausing for gas. It's also a package impossible to comprehend when I started my career. Camper & Nicholson's represented the Baglietto's purchaser from the outset and has provided monthly progress reports throughout. But every client is different. Some want to visit their 'baby' in the yard, then buy the shipworkers an Aperol Spritz. (They'll smile even though they'd prefer a Peroni.) Other buyers want us to brief them face-to-face in New York, Doha or Kiev.

The most important factor in a new build purchase is to plan correctly. We don't push buyers towards ever larger boats; we want to craft the perfect solution for a lifelong dream. Camper & Nicholson's has been delivering yachts since 1782, so we have a reputation to uphold. It's now possible to fit sailing dinghies, glass fronted pools and exterior bars into a 40m-60m build. Plus a diving school, cinema projectors and underwater observation lounge. Such a vessel can be delivered within 24 months, then moored anywhere in the Mediterranean. The largest yachts naturally take longer, but don't even require a mooring. They are veritable cities with desalination facilities and solar generators, that could circumnavigate the world indefinitely. As a naval designer, that concept is thrilling.

A final trend is for explorer yachts. These are vessels that thrive in seldom sailed destinations from Palau's rainforest atolls to Alaska's volcanic shores. Each one requires a tough hull, a vast library and an owner with a passion to explore. The yacht I would recommend in this category is the forthcoming 129' custom yacht from Cantiere delle Marche. She combines timeless yacht design with explorer characteristics and capability. Her steel hull is far thicker than industry requirements, while discreet stabilisers allow her to sail through the Tasman Sea without spilling the prosecco. A 5,500 mile nautical range can leap the entire Pacific. Alas she'll have to be patient a little longer, as I'm visiting her in Ancona next week.



New yachting platform

Camper & Nicholson's have been marrying technology with tradition since George Washington was President. The forthcoming launch of their ground-breaking platform sails in the wake of a dozen other innovations. This new software distils real-time data concerning fuel usage, location events and much else. It then delivers digital yachting knowledge into the hands of all sailing stakeholders.

In summer 2019, Camper & Nicholson's International, the oldest, largest and most prestigious name in yachting, announced a technology merger with Hong Kong based seafaring company Nowboat. The collaboration will see the launch of a unique platform, which will deliver bespoke data to industry stakeholders including owners, brokers, shipyards and guests.

This revolutionary platform is overseen by a dedicated team of software engineers in Camper & Nicholson's Monaco headquarters. By late 2019, it will be accessible to every industry player across various devices, including mobile, tablet and desktop. The platform will distil every item of yacht intelligence, such as fuel usage, marina logs, staff profiles, search history and social media presence, into one simple-to-use tool.

The first step of this exciting merger consisted of the launch of a brand new website (www.camperandnicholsons.com) in mid-2019. The new portal redefined the digital customer journey by offering interactive imagery and a live chat option that immediately engages clients. Bespoke itineraries

everywhere from the Adriatic to Southeast Asia were crafted with the assistance of leading travel journalists to entertain adventurers and curious travellers alike. Richer content, from drone footage to 360° onboard videos, will lend further depth to each yacht for sale and charter. Finally, an updated news section maintains Camper & Nicholson's as the yachting company of record.

Lester Lam, Chairman of Camper & Nicholson's Asia, continues the story: "This company has delivered yachts to royalty, celebrities and racing legends since 1782. On such longevity was the Camper & Nicholson's brand born and its pioneering spirit has kept the company ahead of the pack. The firm introduced almost every industry innovation from composite hulls to America's Cup challengers. More recently we have worked on several structural updates to equip the company for the radical market and customer behaviour changes that we face. This new platform, the first of its kind in the business, is a continuation of our pioneering spirit. Nearly 250 years since its inception, Camper & Nicholson's is sailing further than ever before."

IMAGE There is no more perfect way to see these stunning islands than by yacht. Navagio, Greece.



“It’s tomorrow’s solution delivered today, and I can’t wait to share it with Camper & Nicholsons partners the world over.”

Giovanni Alessi, who joined Camper & Nicholsons from Nowboat as Chief Innovation and Technology Officer, agrees: “In 2020 the global superyacht market will be worth \$35bn*, but information and technology from all stakeholders isn’t linked into a cohesive database. For example, our stock of yacht images is second-to-none but these photos once resided on owners’ cellphones, brokers’ desktops and in various Cloud accounts. Now they all reside on one digital platform for selected stakeholders to view. As the industry’s leader, Camper & Nicholsons holds market intelligence on changing customer trends, peaks and troughs in fuel consumption and port histories for thousands of vessels. By querying that information we can provide a data-driven solution to almost every industry demand - in a matter of seconds.”

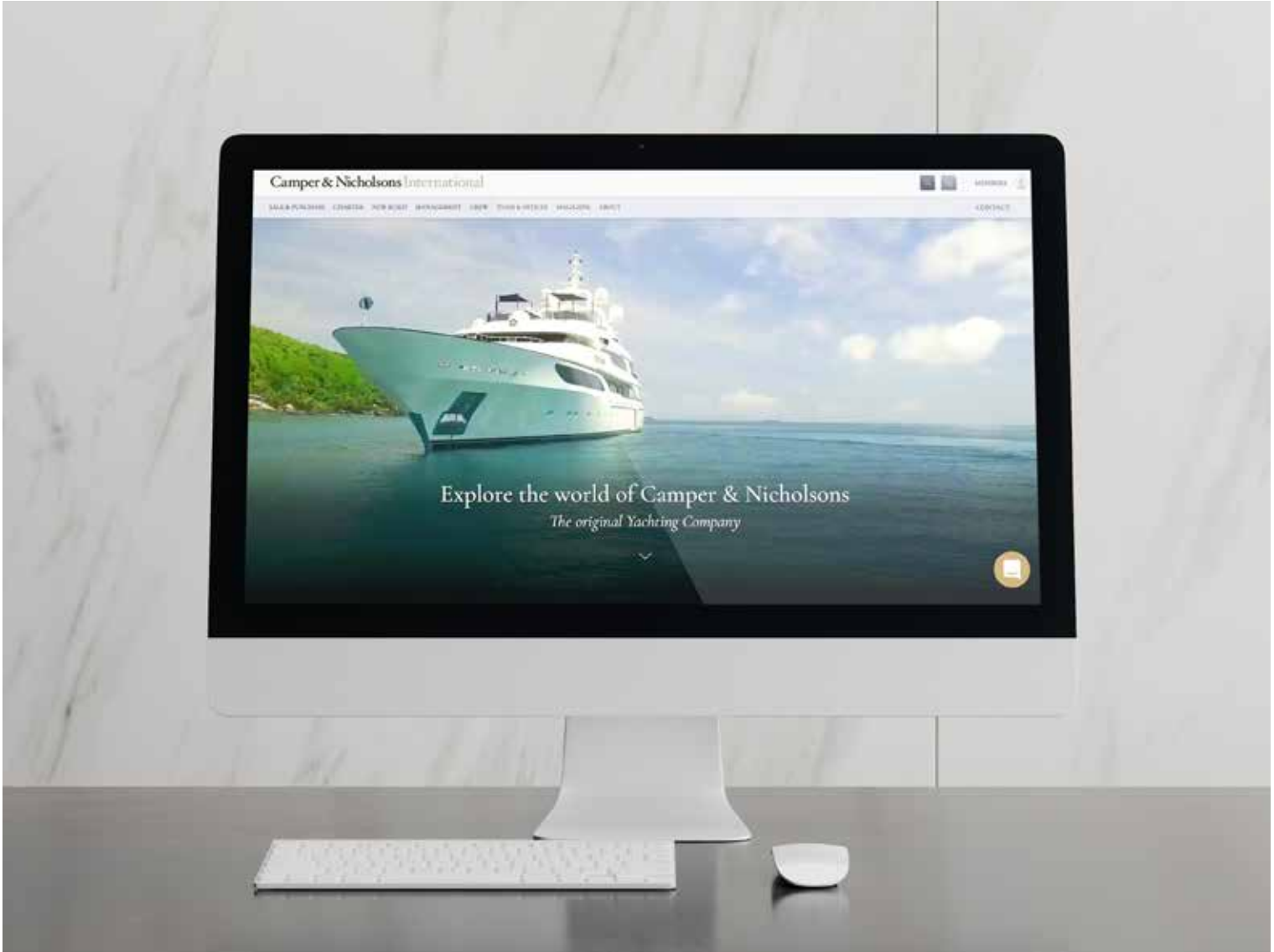
Paolo Casani, CEO of Camper & Nicholsons International, says: “I strongly believe that today companies don’t need a digital strategy, but a strategy for a digital world. Requests for real time data concerning broker history, events in itinerary locations, weather projections and much, much more has been requested by our guests, clients and shipyard partners. Our new platform will deliver that information to the entire yachting community, not only to our sales and charter brokers across 12 global offices. Most importantly it will do so through an in-house tech team who will consistently improve the platform based on data from, but not limited to, customer journeys and incoming yachts.”

The forthcoming Camper & Nicholsons platform has manifold uses. In the hands of a yacht owner it will deliver real time information concerning guest feedback, energy usage and comparative yachts competing for market share. A broker will be able to access a particular vessel’s engineering upgrades and port log history. Even a prospective buyer, be they at the Fort Lauderdale Boat Show or the Dubai International Boat Show, will be able to securely compare prices of similarly sized and aged yachts, then share securely with selected parties.

Luxury yacht guests will also be able to access the system via mobile, desktop or tablet. Besides information about a certain yacht’s heritage and its typical month-by-month itineraries, there will be statistics detailing how much it would cost to build or charter a similar vessel. The distillation of big data will even allow shipyards to receive projections of sales and technology trends based upon tens of thousands of searches.

Giovanni Alessi has the final word: “We haven’t created this digital platform to impress owners or guests with tech, or to take power from brokers or shipyards. Instead we’re delivering irrefutable empirical information on any yachting subject our stakeholders desire, driven by the industry’s largest database. It’s tomorrow’s solution delivered today, and I can’t wait to share it with Camper & Nicholsons partners the world over.”

*Source: Yacht Charter Market: Global Industry Analysis and Opportunity Assessment 2015 - 2020



FROM TOP The new Camper & Nicholson's yachting platform. Luxury yacht *Tranquility*.



On the market

From performance superyachts to classic pedigree yachts, this section offers outstanding opportunities for a buyer



In the pipeline

Finding a yacht in build and available to purchase is an excellent opportunity for a buyer looking to jump in and own a brand new yacht without the wait of a new construction. Some shipyards build on spec, with the attraction to the buyer of shortening lead times, while occasionally there are yachts in build coming up for sale as the owner no longer has such a requirement or their situation has changed. The following are just a selection of available superyachts in build and projects in the pipeline at some of the world's best-known shipyards.



1. **Days 68m** (223'1)

AES Yacht, 2020 | €50,000,000

Adam Papadakis | +44 207 009 1950 | apapadakis@camperandnicholsons.com

Fernando Nicholson | +1 305 604 9191 | fnicholson@camperandnicholsons.com

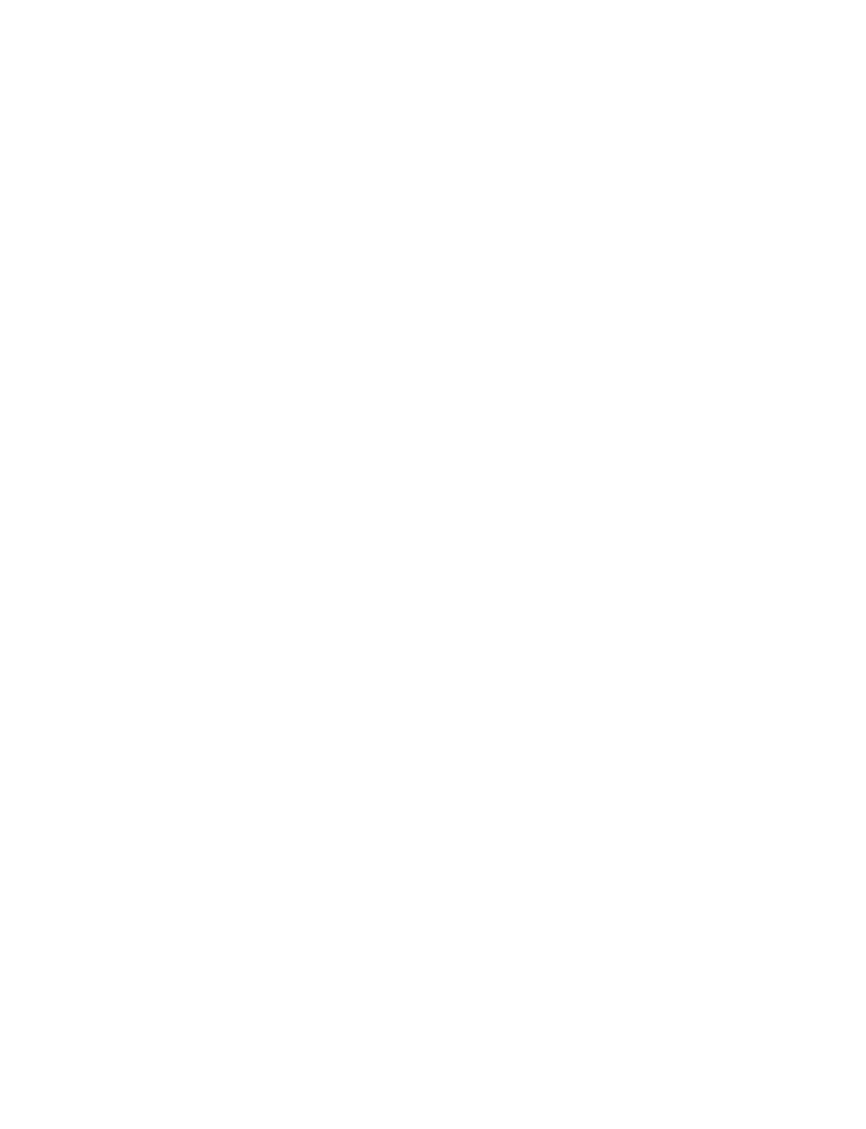
2. **Aurora Borealis 67.1m** (220'1)

Amels B.V. Holland, 2019 | €83,500,000

3. **CRN 62M 62m** (203'4)

CRN, 2021 | €51,000,000





4. **Sanlorenzo 62** 62m (201'9)
Sanlorenzo, 2022 | €48,000,000
5. **Nacre 60** 60m (196'1)
Sarp Yachts, 2020 | €44,000,000
6. **Pollux** 55m (180'5)
Heesen Yachts, 2020 | €43,000,000



1. **Project Portofino 54m** (177')
Overmarine Mangusta, 2020 | €34,000,000
2. **Sanlorenzo 52 52m** (170')
Sanlorenzo, 2021 | €30,800,000
3. **Westport 50m 50m** (164')
Westport, 2019 | \$42,495,000
4. **Infinity 50 50m** (160')
Rossi Navi, 2022 | €30,000,000





5. **Aquamarine** 49.98m (164')

Heesen Yachts, 2021 | €35,900,000

6. **Benetti Bnow** 49.9m (163'8)

Benetti, 2021 | €32,000,000



7. **Baglietto 48m** 48m (157'4)

Baglietto, 2020 | €28,000,000

8. **Sanlorenzo 500 Exp #138** 47m (154'1)

Sanlorenzo, 2020 | €27,500,000



1. **46m Frers Trimaran** 46m (149'3)

McConaghy, 2020 | \$26,500,000

Bart J. Kimman | +852 9864 0833 | bkimman@camperandnicholsons.com

2. **Mangusta Oceano** 46m (149'3)

Overmarine Mangusta, 2021 | €27,000,000

3. **Kingship 44m** 44m (144'3)

Kingship, 2020 | \$16,800,000

Bart J. Kimman | +852 9864 0833 | bkimman@camperandnicholsons.com



4. **Infinity 42** 42m (137'9")

Rossi Navi, 2022 | €21,500,000

5. **Ocea 125** 38m (124'8")

Ocea, 2019 | €14,950,000

Jeremy Ehrardt | +33 492 912 922 | jehardt@camperandnicholsons.com

6. **Moonen Martinique** 36.30m (119')

Moonen, 2020 | €16,715,000





On the market

The following yachts are a selection of outstanding purchase opportunities for a buyer.

1. **Okto 66.4m** (2166)

ISA Yachts 2014 | POA

Alex Lees-Buckley | +377 97 97 77 00 | aleesbuckley@camperandnicholsons.com

2. **Sarastar 60.2m** (1976)

Mondomarine, 2017 | POA

Alex Lees-Buckley | +377 97 97 77 00 | aleesbuckley@camperandnicholsons.com



3. **Karianna 54m** (1771)

Benetti, 2016 | €29,000,000

Oleg Taranov | +377 97 97 77 00 | otaranov@camperandnicholsons.com

4. **Parsifal III 53.8m** (1765)

Perini Navi SpA, 2005 | €15,975,000

Alex Lees-Buckley | +377 97 97 77 00 | aleesbuckley@camperandnicholsons.com



5. **Jade 959** 51.8m (169'11)

Jade yachts, 2014 | €21,500,000

Bart J. Kimman | +852 9864 0833 | bkimman@camperandnicholsons.com



6. **Naseem** 46.7m (154'2)

Heesen Yachts, 2008 | €16,750,000

Jean-Marie Recamier | +33 4 83 14 12 44 | jmrecamier@camperandnicholsons.com



7. **Pure One** 46.2m (151'6)

Arno Leopard, 2008 | €9,500,000

Fernando Nicholson | +1 305 604 9191 | fnicholson@camperandnicholsons.com



8. **Qing** 46m (150'11)

Cheoy Lee, 2012 | \$18,500,000

Fernando Nicholson | +1 305 604 9191 | fnicholson@camperandnicholsons.com

Walter Sea | +1 954 768 1121 | wsea@camperandnicholsons.com



1. **Dorothea III** 45m (147'7)

Cheoy Lee, 2007 | \$14,500,000

Walter Sea | +1 954 768 1121 | wsea@camperandnicholsons.com

2. **Moon Sand** 44.2m (145')

De Vries, Feadship, 2015 | POA

Alex Lees-Buckley | +377 97 97 77 00 | aleesbuckley@camperandnicholsons.com

Bart J. Kimman | +852 9864 0833 | bkimman@camperandnicholsons.com



3. **Blue Vision** 44m (145')

Benetti, 2007 | €9,900,000

Alex Lees-Buckley | +377 97 97 77 00 | aleesbuckley@camperandnicholsons.com

4. **Moka** 43.6m (143')

Benetti, 2011 | €11,900,000

Gaston Lees-Buckley | +33 4 8314 12 44 | gleesbuckley@camperandnicholsons.com





5. **CD Two** 43m^(141')
 Cantieri Navali Nicolini, 1995 | €3,500,000
 Arne Ploch | +34 971 40 33 11 | aploch@camperandnicholsons.com

6. **Eclipse** 43m^(141')
 Feadship, 1993 | \$9,500,000
 Alex Lees-Buckley | +377 97 97 77 00 | aleesbuckley@camperandnicholsons.com

7. **X** 42.78m^(138'5)
 Sanlorenzo, 2016 | €18,000,000
 Fernando Nicholson | +1 305 604 9191 | fnicholson@camperandnicholsons.com

8. **Mr D** 41.93m⁽¹³⁷⁾
 Benetti, 2015 | \$19,250,000
 Fernando Nicholson | +1 305 604 9191 | fnicholson@camperandnicholsons.com
 Tommaso Bilotta | +33 4 8314 12 44 | gleesbuckley@camperandnicholsons.com



- 1. Basmalina II 41.6m** ^(136'4)
Icon Yachts, 2011 | €11,900,000
Gaston Lees-Buckley | +33 4 8314 12 44 | gleesbuckley@camperandnicholsons.com
- 2. Dragon 41.1m** ^(134'8)
Palmer Johnson, 2007/2016 | €8,900,000
Fernando Nicholson | +1 305 604 9191 | fnicholson@camperandnicholsons.com
Arne Ploch | +34 971 40 33 11 | aploch@camperandnicholsons.com
- 3. Thumper 40.05m** ^(131'4)
Sunseeker, 2014 | €11,970,000
Alex Lees-Buckley | +377 97 97 77 00 | aleesbuckley@camperandnicholsons.com
- 4. K 40m** ^(131'4)
Plaumbo, 2015 | €11,800,000
Tommaso Bilotta | +1 305 604 9191 | tbilotta@camperandnicholsons.com
Marco Fodale | +377 97 97 77 00 | mfodale@camperandnicholsons.com





5. **Edesia 36.9m** (121')

Benetti, 2014 | €11,750,000

Gaston Lees-Buckley | +33 4 8314 12 44 | gleesbuckley@camperandnicholsons.com

Tommaso Bilotta | +33 4 8314 12 44 | gleesbuckley@camperandnicholsons.com

6. **Mamma Mia 36.6m** (120')

Benetti, 2007 | \$6,300,000

Marco Fodale | +377 97 97 77 00 | mfodale@camperandnicholsons.com



7. **Sonic 34.04m** (111'6")

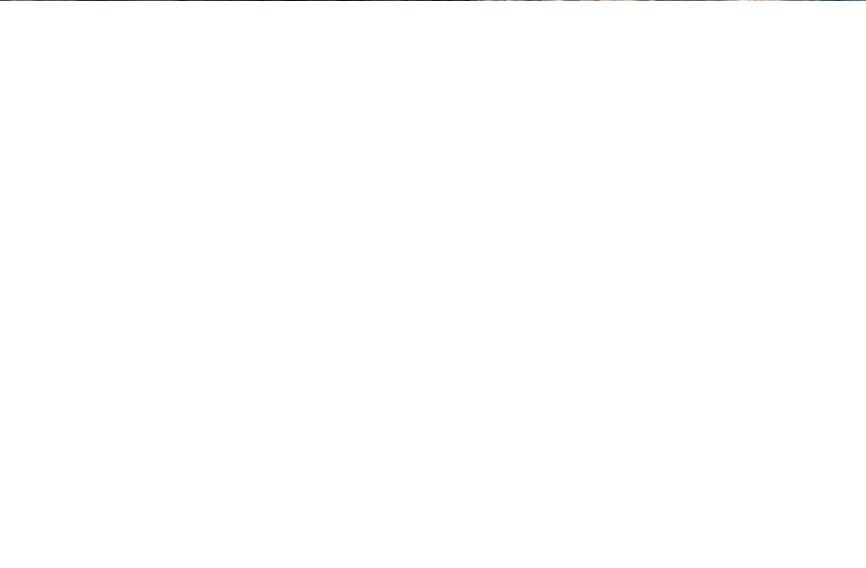
Ferretti, 2016 | €12,500,000

Jean-Marie Recamier | +33 4 83 14 12 44 | jmrecamier@camperandnicholsons.com

8. **Manhattan Express 33.44m** (109'6")

Sunseeker, 2011 | \$5,600,000

Karen Ball | +852 3976 7900 | kball@camperandnicholsons.com





SALE & PURCHASE

Sailing strong for over two centuries

WRITTEN BY **PAOLO CASANI**, CHIEF EXECUTIVE OFFICER

Today's superyacht industry is a sea of superlatives. Boats are becoming longer and stronger, and are sailing faster and farther than ever before. Guarding over two centuries of glory in this multi-billion-Euro marketplace is Paolo Casani.

By sailing to emerging markets with pioneering yachts, he predicts another record-breaking year.



Mutiara Laut

Length	46m (150'9)
Guests	14 (7 double, 4 convertible)
Crew	14

CHARTER PRICE FROM: PLEASE ENQUIRE



After a leisurely breakfast they stroll passed the yacht show traffic in a pair of Birkenstocks or Tod's. It's going to be a long day.

You never forget the morning of your first Monaco Yacht Show. Pontoons become boulevards, weaving among an estimated \$5bn of boats. Port Hercule morphs into a city-state with over 30,000 visitors, as populous as the Principality itself. Some participants arrive in Eurocopters to the Heliport near Camper & Nicholson's HQ. Others are guests of the Car Deck where they can test drive a Tesla or a McLaren GT. The savviest travellers stay at The Fairmont or the Hotel de Paris. After a leisurely breakfast they stroll passed the yacht show traffic in a pair of Birkenstocks or Tod's. It's going to be a long day.


Within this maritime republic, 50 speedboats glide like 21st-century gondolas. To ride one lends a breezy sense of scale. Some 95% of superyachts will cruise through the South of France during their lifetime, and 125 of them are here right now. These vessels tower above the tenders - sometimes six, eight, ten decks high - awing with their workmanship, manpower and go-anywhere élan. Brokers, buyers, journalists and PRs dominate every jetty. Red Arrows display jets dominate the air. Even a boat ride outside Port Hercule offers limited respite. Dozens more yachts lie at anchor, dominating the horizon in a priceless playground from Cap Martin to Cap Ferrat.

There's a reason for such exuberance. In 2018 our industry hosted another record brokerage year. Ten years ago, 285 pre-owned yachts were sold for a total value of \$2.2bn. In 2017, that number leapt to 428 sold for \$2.9bn. Last year even that record was smashed. We witnessed 453 pre-owned yachts sold for

a total price of \$3.6bn, and 2019 promises more of the same. The average sale price per yacht has also risen - to over \$9m per boat. Yachts are getting longer too. As clients request submersibles and aquatic toys, and even outdoor kitchens and drone photography units, newer boats are breaking the mould in both size and design.

Fortunately shipyards have responded to this tightening market. They have the confidence to speculatively create new build yachts safe in the knowledge that a buyer will wish to purchase a vessel - with enough time before delivery to add their personal preference for an extended swim deck or a custom casino. Among the most interesting in the new build class is Joubert-Nivelt's 38m *OCEA 125XP*. It blends the striking looks of a modern tri-deck with the additions of an ocean explorer vessel: ice cruising capabilities, a heavy weather tender launcher and a bulbous bow for mounting the high seas.

Our brokerage data also helps us source the perfect pre-owned yacht. As we've been keeping logs since 1782, we hold an unrivalled knowledge of 13,800 existing vessels, including the 2,140 on sale today. Our rarest gems include 46m *Mutiara Laut*, a Dutch design that recalls twin-masted schooners built in Holland centuries ago. In Indonesian her name translates as 'Sea Pearls'. That's a particularly apt title as she charters - also through Camper & Nicholson's - in the Banda Sea where the world's largest pearl oysters produce stones 2cm across in white, platinum and charcoal colours.



How we protect our seas in the next ten years is as important as for the next 1,000 years. It's up to us to make sure Camper & Nicholsons leads the race.

Many clients desire a full charter solution. As with 60m *Sarastar*, which pairs the interiors of a design hotel with an open-plan top deck garden. Our brokers currently market her from \$364,000 per week - the at-sea gym and sailing dinghy no doubt adding to her appeal. Industry developments mean that clients also turn to us for risk management, crew placement and global security. Then an owner can truly enjoy their yacht, while defraying the cost of purchase with peace of mind.

Unfortunately for me, as the industry grows, yacht marketing becomes harder not easier. We are safeguarding two centuries of heritage in a world where Google knows what you'll type - even before your fingers hit the keys. For example, this year I'll call into our 12 global bureaux for old-fashioned facetime, drinking *café con leche* in Palma de Mallorca and attending press events with colleagues in New York. I'll also live in digital destinations, working with streaming partners and via webinars to showcase 360° footage of our latest yachts. Our client base has also diversified. By 2040 the world's top 20 economies will include Pakistan, Egypt, Nigeria and the Philippines. We expect to welcome owners and charter guests from each. We can't plan a strategy for next year if we haven't thought two decades ahead.

Conversely, cruising grounds considered exotic 20 years ago are becoming commonplace. Montenegro is

now the Eastern Mediterranean's luxury yachting hub. Charter rule changes in Fiji means that sailors are staying the entire season.

Our Phuket bureau offers a case in point. It can arrange the charter of futuristic 41m *Ocean Emerald*, designed by Lord Norman Foster to look like a silver sail atop an azure sea. To cater for a multinational roster of clients she maintains two top chefs: one Thai, one French - that's *tom yum* lobster one night, *milkfish au beurre* the next. One of her favourite destinations are the remote Anambas Islands, a distant regency marooned between Singapore and Borneo. Here the history is as intense as the diving, which includes the wreck of the *Seven Skies*, a 90,000 tanker guarded by eagle rays and rainbow runners since 1969. Who knows where guests will sail to next?

Last but not least, our market intelligence is pointing to new advances in CSR. Owners of our most environmentally aware boats like *E&E* and *Blush* are keying into a growing market for sustainable sailing. Guests aboard such yachts want to offset fuel consumption, cruise to more tranquil destinations or dine on ZeroKM delicacies in each destination. Our marketing director, Giulia Callegari, is an ambassador for several forthcoming ocean protection projects. How we protect our seas in the next ten years is as important as for the next 1,000 years. It's up to us to make sure Camper & Nicholsons leads the race.



SOUTH EAST ASIA

Ocean Emerald

Length 41m (134'6)

Guests 10 (3 double, 1 twin,
1 convertible)

Cr w 9

CHARTER PRICE FROM €95,000 PER WEEK

SALE & PURCHASE

C&N - New partners

WRITTEN BY TRISTAN RUTHERFORD

To be a Camper & Nicholsons client is to be inducted into a world of bespoke experiences, signature villas and vintage Champagne. Luckily, our five distinguished partners provide all this and more. From boutique rooms in Milan and Phuket, to private jet arrivals in Ibiza to Mykonos, our travel dream team offers a ticket to ride.



TownHouse Duomo

Il Duomo, the third largest cathedral in Christendom, marks the absolute centre of Milan. It's the reason why the city has so many cute canals (they were built to transport fancy marble and granite from Lake Maggiore). And why the state was nearly bankrupted (those 3,500 gothic statues cost a few lira).

The best view of the cathedral? That would be from TownHouse Duomo, an achingly hip hotel across the piazza. A mere 17 guestrooms share terraces, courtyards and a cocktail bar.

Guests are expected to shop. Therefore the TownHouse gifts every client a box of personalised business cards to offer to delivery staff at the Galleria Vittorio Emanuele shopping emporium. Spoiler alert: the flagship Prada store sits inside.

Milan's second best view? The Highline Galleria. This sky-topping footpath criss-crosses the Galleria Vittorio Emanuele. Expect a 360° panorama over Milan and the snowy Alps beyond. Guests at TownHouse Duomo are granted complimentary access.

DUOMO.TOWNHOUSEHOTELS.COM
VIA SILVIO PELLICO 2, MILAN

Louis Roederer

When the world celebrates, it does so with Champagne. Across 198 nations a cork is popped every second. Beneath the bubbly capital of Reims in northeastern France, 250km of cellars maintain the global supply of fizz at 1.4bn bottles - enough to pour a generous flute for every man and woman in the world.

Louis Roederer remains one of the last independent and family run Champagne Houses. In the 1870s, the firm began to export its wines. The House created an exclusive Champagne for Tsar Alexander II of Russia and launched a novel concept: the very first Cuvée de Prestige. It was created in 1876 and named 'Cristal'. Ever since, the subtleness and elegance of Cristal has forged Louis Roederer's reputation for excellence.

Like Camper & Nicholsons, the Reims House has deep family roots. Seventh generation owner-director Frédéric Rouzaud is a guardian to good tradition. Champagne Louis Roederer crafts two thirds of its cuvées from fully owned vineyards of Chardonnay, Pinot noir and Meunier, Champagne's three grape varieties.

For Frédéric Rouzaud, forging forward means recalling the past. The cuvées of the House are the fruit of patient work with fundamental ingredients, the collaboration of experts, a quest for the perfect balance, and hardy and generous grapes cultivated in the Champagne soil. This produces a wine with a summery character and crystalline elegance. We'll all raise a glass to that.

WWW.LOUIS-ROEDERER.COM



Niquesa

Tucked in a townhouse in Belgravia's West Eaton Place is the secret behind unforgettable travel experiences: Niquesa Travel. The firm takes the word 'tailored' to new heights. Its raison d'être is to curate seamless experiences for families and private groups, from check-in at Heathrow's discreet VIP terminal to arrival at a discerningly private Bordeaux chateau.

As at Camper & Nicholsons, connections are all. Niquesa Travel's experienced team have held senior roles at Oberoi, Rocco Forte Hotels and One&Only, gifting them a go-to list of travel insiders. As Forbes explains: "A black book of contacts opens doors across the globe, from visionaries to cultural icons, historians to conservationists, culinary masters to the world's greatest explorers."

A case in point is Niquesa Travel's voyage to the Svalbard archipelago, deep in Norway's Arctic Circle. Snowmobiles are used to track polar bears, while curious reindeer nose the icy tented camp at dinner. This particular expedition is led by Dr Raj Joshi. He's a world-class photographer and veteran of Kilimanjaro and the Amazon Basin.

It isn't all fire and ice. Niquesa Travel's signature journeys include a 'Lost in Morocco' immersive game. Here guests are dropped into the desert with a telephone, a box of clues and £100 in local currency. The experience takes in dusty souks, hammam spas and a sumptuous feast in a Bedouin tent. Provided, of course, that visitors get past the Sahara stage in the first place.

NIQUESATRAVEL.COM
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As Forbes explains:
"A black book of contacts opens doors across the globe, from visionaries to cultural icons, historians to conservationists, culinary masters to the world's greatest explorers."



The Luxe Nomad

A few years ago, by her own admission, Stephanie Chai had “no idea about eCommerce”. However, a simple premise led the New Zealand-born and Malaysia-raised entrepreneur to spy a gap in the market. Travel giants like Airbnb and Expedia had the mass market sewn up, but no one was looking at luxury getaways for those seeking the ultimate in privacy and exclusivity.

As salaries have risen across Asia, guests have begun demanding pillow menus, infinity pools, green policies, concierge services and amenities from the likes of Nuxe, Clarins and Bulgari. The accommodation game has been raised across the industry from chain hotels to boutique sleeps, right up to the plushiest villas.

The Luxe Nomad’s 130,000 Instagram followers adore the latter. From across the globe, they peruse destinations seldom known in Europe and the United States, like the chic Japanese ski retreat of Niseko and the world-class wellness lifestyle of Koh Samui. The former rivals Whistler for powder soft snow and the latter matches the Maldives for holistic well-being.

The Luxe Nomad offers an unparalleled selection of five-star accommodation. This ranges from managed villas along the pristine waters of Koh Samui to the silver surf of Bali and Phuket. Combine that with their team of trip curators and complimentary concierges who ensure you enjoy the highest standard of holiday. You’ll find yourself wondering why you ever travelled with anyone else.

THELUXENOMAD.COM
SINGAPORE

Globeair

The leading private jet charter company in Europe offers on-demand charter flights at competitive rates. Depending on the season, GlobeAir’s trending connections can include London to Monaco, or Paris to Palma.

With more than 50% of the market share, GlobeAir is Europe’s leader within the sector of very light jets. The award-winning aviation firm offers a 15-minute car-to-jet turnaround at 984 other exclusive destinations. Freedom of the air is promised onboard. Passengers are welcome to bring their chihuahuas or cockapoos into the cabin. Plus as many bottles of Louis Roederer (an official partner of the air charter company) as decency allows.

Globeair can provide such serendipitous service because they are the world’s largest owner of Cessna Citation Mustang Jets. These ultra-reliable airplanes, each with four leather recliners, speed at a steady 630kmh - that’s Milan Linate to Olbia in 60 minutes flat. Schedules can be planned via SMS or WhatsApp. And because GlobeAir’s fleet is fully private, quotations take minutes, with no waiting around for aircraft owners’ approval.

The company can even assist after disembarkation. GlobeAir’s customer care team can ensure passengers fly passed security at the Mediterranean’s most discriminating establishments and clubs, from Les Caves du Roy in St Tropez to Freddie’s in Ibiza. Only one policy is enforced by the private air firm: no smuggling your new found friends back home.

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SPIRIT OF

WRITTEN BY **TRISTAN RUTHERFORD**

Through 2020 a volley of international events will crown a year of sporting action. From soccer in St Petersburg to Formula 1 in Vietnam, Camper & Nicholsons can grant front row access to a once-in-a-lifetime itinerary. The biggest ticket is the XXXII Olympiad in Japan. Up to four billion global viewers will be glued to surfing and sailing tournaments - plus the country's 30,000km of coastline.



2020



VIETNAM

Vietnam Grand Prix

In April 2020 the capitalist lodestars of Mercedes and Ferrari will arrive in the Socialist Republic of Vietnam. Decades ago, no-one would have predicted a Formula 1 race in Hanoi. However, sister circuits in Baku, Sochi and Shanghai - former communist enclaves all - prove that few are immune to a sport that pairs death-defying overtakes with a century of glamour.

Better still, the new Hanoi track is a street circuit in the manner of Monaco and Singapore. Which means that racing cars will belt through boulevards built during the Fédération Indochinoise, before barrelling passed the bioluminescence of a 21st-century cityscape. The circuit is set to showcase a Vietnamese history lesson - in under two minutes per lap.

As the Hanoi circuit is city-central, the after party will be held close by. Should young bucks Max Verstappen or Charles Leclerc take the chequered flag they'll most probably bomb the pool of the Sofitel Grand Métropole as they do in Monaco's Fairmont Hotel. (Quite what former Métropole guests Somerset Maugham or Graham Greene would think of such antics is another matter.) A French connection still pervades the Hanoi hotel. The grande dame establishment is adept at baking *bánh mì* baguettes, a common breakfast item in modern Vietnam. Although locals take their coffee as *cà phê đá* - like a Parisian espresso, iced.

The Hanoi Grand Prix is set to be as challenging as that of Monaco. Next April air temperatures will top 32°C (90°F). The heat on the black asphalt will be far higher. Furthermore, the circuit's 22 corners have been inspired by Formula 1's most insidious tracks to burn rubber like never before. After the starting gun the pack is squeezed into a 270° right-hander. Like Germany's Nurburgring, it will crunch the carbon fibre cars together before spitting them out into a twisting chaos of brake dust. Respite is around the corner. After a 180° U-turn comes one of the longest straights in Formula 1: a 2.7km hell-for-leather run where vehicles should clock speeds of over 335kmh. Then it's Monaco time. Quite literally, as turns 12-15 of the Hanoi track have been borrowed by the opening corners of the Circuit de Monte-Carlo, a short walk from Camper & Nicholsons HQ. The remainder of the 20 cars may then endure a series of G-force 'Esses' copied from Japan's Suzuka circuit. Then it's back to the starting grid for another 54 laps.

Such tyre-wrecking action will require multiple stops. Fortunately Hanoi's innovative street circuit will introduce a high-speed pit lane that snips off the circuit's first corners, allowing cars to return to the fray all the quicker. Be aware that the typhoon season, which usually begins in May, could spray extra drama on proceedings. Drivers will be hoping for Champagne instead.

Mooring in Vietnam

Travel + Leisure magazine voted Nha Trang as one of the world's most beautiful bays. This sand-fringed coastline recently welcomed Vietnam's first international superyacht hub. **AnaMarina** hosts gelaterie and pop-up restaurants alongside heavy hoists and Port of Entry facilities. Plus side-to mooring for yachts of up to 100m.

Superyachts in Vietnam

Aqua Mekong was custom built to cruise Vietnam's crowning waterway. This floating five-star hotel begins its voyage amid Ho Chi Minh City's 13 million souls. After exploring the delta's museums and street markets by kayak and mountain bike, she cruises up the mighty Mekong at a stately pace of 8 knots. Ports of call include boutiques and fleuristes in Cambodian capital Phnom Penh. Plus the living lake of Tonlé Sap near the UNESCO temples of Angkor.

Aqua Mekong

Length	62.4m (205')
Guests	40 (20 convertible)
Crew	40

CHARTER PRICE FROM €278,000 PER WEEK

IMAGES, CLOCKWISE FROM TOP LEFT Incense burning at a temple in Hanoi, Vietnam. The Temple of Literature, one of Hanoi's most picturesque tourist attractions. *Aqua Mekong* cruises the Mekong River from Vietnam to Cambodia. A Ferrari Formula 1 racing car.

DUBAI

Dubai EXPO2020

World's Fairs are a way to showcase a nation's prowess. The first, London's Great Exhibition of 1851, built a Crystal Palace of glass filled with innovations like the world's first voting machine, precision telescopes and pay toilets. Entrance to the latter cost one penny. The America's Cup yacht race also began as an adjunct to the show. The 1939 World's Fair in New York was a universal exposition that allowed 44 million visitors a glimpse of "the world of tomorrow". In this case it meant fluorescent tube lighting, 3D films, a speech synthesiser and a rollercoaster later moved to Coney Island.

From 20th October 2020 until 10th April 2021, the Dubai World Expo plans to attract twice the population of the UAE itself. Up to 25m guests will view exhibits themed around "Connecting Minds, Creating the Future". The world's longest driverless Metro will deliver attendees to a 4km² site divided into 'mobility', 'sustainability' and 'opportunity' neighbourhoods by parks, pools and 200 restaurants. In World's Fair spirit, the 190 exhibiting nations include countries as diverse as Israel, Iran and Saudi Arabia.

Each national zone will indulge visitors for hours at a time. The Monaco Pavilion is inspired by the Rock of Monaco, where visitors can clamber up a mini-mountain to see and smell action and aromas from the French Riviera. The subject of the Germany Pavilion is sustainability. It uses superconductors, solar panels, earthworms and composted trash to craft a futuristic urban campus. The Italy Pavilion is shaped into three ships hulls coloured - you guessed it - red, white and green. Visitors can gradually ascend via walkways and passerelles to view an Italian skyline, while sideshows highlight Italy's seafaring culture. The entire Expo site would take weeks to see.

Those visitors with limited time should sail in for the China Pavilion. Said to be the most futuristic, a lantern-shaped arena will showcase China's alternative to GPS, BeiDou, which can geotrack locations to a few millimetres, plus the nation's plans to develop infrastructure in 70 other nations. It's joked that its most ardent visitors will be exhibitors from the rival USA Pavilion nearby.

Mooring in Dubai

In Dubai they dream big. A few weeks before EXPO2020, brand new marina **Dubai Harbour** will open most of its 1,100 berths, which include 180 dedicated superyacht slots. Two helipads will whiz guests to the Expo, up to Abu Dhabi or down to Oman's Indian Ocean coast.

IMAGES, CLOCKWISE FROM TOP LEFT A station of Dubai futuristic driverless Metro. Rising skyscrapers around Dubai Marina. The One&Only Royal Mirage, Dubai. NEXT PAGE Jumeirah Beach at daybreak.









EUROPE

UEFA Euro 2020

Every four years the European Football Championships gathers the continent's top 24 squads to battle in one footie-mad nation. Next summer the plans are a little different. From 12th June 2020 until 12th July 2020, 12 cities across 12 countries will witness the agony and ecstasy of footballing emotion.

Sailors can rejoice. Because yachts can be moored at six of the 12 host cities: Rome, Bilbao, Dublin, Copenhagen, St Petersburg and London. Stadium shuttles can be performed by custom tender or helicopter. Matches can be viewed in the sun-kissed evenings of the European solstice. Then the carnival atmosphere can be carried on from deck with accompanying leprechaun hats (for Republic of Ireland fans) red and gold homburgs (for Germans) and Viking horns (for Norwegians).

By happy coincidence, the six host cities by the sea are all serious foodie destinations. If you enjoy pairing football with saltimbocca, pintxos, Dublin Bay prawns, smørrebrød and caviar blinis - not forgetting fish and chips at the Wembley Stadium final - this is the tournament you've been waiting for.

The month-long fiesta of football also waves goodbye to a golden generation of players. Ballon d'Or winners Luka Modric and Cristiano Ronaldo will likely thump their last international balls. For millennial stars the boot is on the other foot. Younger playmakers like Harry Kane and Kylian Mbappé have the capacity to attain footballer of the year status. Just be sure to reserve ahead for Europe's classic grudge matches. As neighbourly love has seldom infiltrated European politics, face-offs between Holland and Germany, Spain and Portugal, Poland and Russia, and England and Scotland, remain febrile must-sees.

IMAGES, CLOCKWISE FROM TOP LEFT Luka Modric (10) and Araz Abdullayev (7) playing UEFA EURO 2020 Qualifying round between Croatia and Azerbaijan. Nyhavn, the 17th-century waterfront, canal and entertainment district in Copenhagen, Denmark. The official match ball of the UEFA2020 European Football Championships. The Zenit Arena stadium by the River Neva in St Petersburg.

Mooring in Europe

The fact that six of the 12 Euro 2020 hosts have maritime history is a boon for sailors. In **St Petersburg** luxury yachts can sail right up the Neva. Although vessels between 40m and 90m are consigned to Lomonosov Marina in the Gulf of Finland, where Russia's Tsars built an Italianate palace. **London** has long welcomed the world's most noteworthy yachts. Recent visitors have included *Kismet* and *A. The Camper & Nicholsons* marina at St Katherine's Dock is the only yacht harbour in Central London. It's sited near Falcon Heliport on the River Thames, from where it's a short flight to Wembley Stadium. Perhaps the finest superyacht mooring resides in the canal city of **Copenhagen**. Luxury vessels over 100m can moor next to the Royal Playhouse. The Michelin-starred restaurant of Noma is a five-minute RIB ride away.

Superyachts in Europe

For the best yachts available to charter please contact your charter broker.



Tokyo 2020 Summer Olympics

The Tokyo 1964 Olympics ushered in many global firsts. The inaugural Asian Olympiad wowed the world with the first-ever bullet trains, which commenced operation nine days before the games. The Olympics were also the first to be televised live across the world, albeit in black and white. (Toshiba's new colour transmission system allowed sumo and judo matches to be screened domestically in real time). The 1964 tournament also saw American boxer Joe Frazier win gold in the Heavyweight category. Meanwhile Soviet gymnast Larisa Latynina won another five medals to bring her total to 18 Olympic gongs. Her record remained unbroken until 2012, when swimmer Michael Phelps garnered 25.

The Tokyo 2020 Olympics from 24th July until 9th August are set to be similarly smashing. Not least because many of the sports take place in the same venues as 1964, including the Nippon Budokan martial arts centre and the Yoyogi Gymnasium handball arena. Like 56 years ago, sailing will also take place at Enoshima Yacht Harbour. All 10 events from Laser and 49er will be back-dropped by sand beaches and the majestic peak of Mount Fuji. Few sailors hope to match the Olympic exploits of Britain's Sir Ben Ainslie. His medal tally of four golds in consecutive games in the Finn class will likely never be matched. (Viewers can still catch him helming Britain's bid in the forthcoming America's Cup.)

Several new offerings grace this year's Olympic Games. These include the sporting disciplines of karate, sport climbing, skateboarding and surfing, which will be enshrined into future Olympiads. The latter, held in the Pacific waves off Shidashita Beach during August's typhoon swells, promise to be particularly entertaining.

Having come this far it's worth combining the games with a bespoke tour of Japan. Start in the Tokyo National Museum. The establishment's 110,000 objects act as a

timeline of the country's culture, from Buddhist statues to Samurai attire. A private tour will grant access to museum areas normally closed to the public - and make sense of the wondrous architecture that pans from the original honkan building to Western-style Meiji-era salons.

The Mount Fuji area has been trampled by tourists for over a century. Less hiked is the Kii Peninsula southwest of Kyoto, where UNESCO-protected pilgrimage trails link traditional ryokan inns and onsen steam baths. Japan's old imperial capital even has its own sake district. The Kyoto zone of Fushimi hosts a dozen distilleries along picturesque canals where rice and other raw materials are still shipped today. From here the bullet train glides back to Tokyo (with a passing glance to Mount Fuji) in just over two hours.

Arrive hungry. Because the Japanese capital boasts the most Michelin stars in the world, outshining even Paris. Sushi doesn't come any better than three-star Sukiyabashi Jiro in Tokyo's Ginza district. The restaurant's sole menu is an omakase shimasu, which roughly translates as carte blanche for chef to prepare each mouthful on a creative whim. Ask a top concierge to book a seat for his ¥30,000 seafood extravaganza. Joël Robuchon, the world's most decorated restaurateur, is a well-known Asian aficionado. His triple-starred Franco-Japanese blowout includes snow crab with Japanese radish and canard de Kyoto. The 2019 Michelin Guide also includes a newly minted ramen house. These simple affairs, like one-star Sobahouse Konjiki Hototogisu, dish up lip-smacking bowls of sea bream and porcini noodles from ¥900 - around €7.50.

Time to weigh anchor? Several sailors will navigate home via the ports of Taiwan, the Philippines' Babuyan Islands, Indonesia and Singapore. Or cruise on to the America's Cup in New Zealand.

Superyachts in Japan

An entire Olympic team can be hosted aboard **Saluzi**. With a high-tech gymnasium alongside 16 luxurious cabins, the 70m superyacht can put them through their training too. Although Saluzi has chartered in Japanese waters, she plans to cruise Thailand in 2020. This location might be the perfect place for a charterer - plus their 200 fellow sports fans - to watch the action live from the 295m² sundeck.

Saluzi

Length	69m (226'5)
Guests	32 (12 double, 4 convertible)
Crew	34

CHARTER PRICE FROM \$480,000 PER WEEK

IMAGES, CLOCKWISE FROM TOP LEFT A view of Mount Fuji from the Chureito Pagoda, Fujiyoshida. The 2020 Olympic torch designed by Tokujin Yoshioka. 70m superyacht *Saluzi* can carry a complement of 32 guests. Yoyogi National Gymnasium in Yoyogi Park. NEXT PAGE Tokyo Tower in the Shiba-koen district of Minato. At 332.9 metres, it is the second-tallest structure in Japan.





NEW ZEALAND

The 36th America's Cup

British aristocrats created the America's Cup - then lost it to American tech for 132 years. Duralumin masts and Marconi rigs couldn't wrest the trophy back, nor could the entry of Camper & Nicholsons' J-Class, arguably the finest racing yachts ever conceived. The story continues, as history and high drama are still sailing today.

Competitors at the 36th America's Cup will forgo the turkey during Christmas 2020. Because that's when six polyglot teams will partake in practise races around Auckland. It's called 'City of Sails' for good reason. In this North Island major city, a third of all families own their own boat - a Technicolor regatta that will be joined by challengers including Prada Luna Rossa, Malta Altus Challenge, DutchSail and Ineos Team UK. Each team will then race through the Hauraki Gulf - a charter wonderland alive with orcas and bottlenose dolphins - multiple times in January's Prada Cup. The winner of this tournament will face defending champions Emirates Team New Zealand in the deciding America's Cup race in March 2021.

The racing will be faster than ever. As entrants have long paired cutting edge tech with wealthy backers, the field is a space age festival of speed costing hundreds of millions of dollars. The tournament's boats are all foiling AC75s - meaning the 75ft (23m) yachts lift onto hydrofoils at high velocity, creating minimal drag as razor-thin skis careen atop the waves. Rainy YouTube clips (America's Cup competitors are as secretive as they have been anytime in the last century) show the AC75s flying like seaplanes with chasing speedboats struggling to keep up. Speeds of up to 50 knots (nearly 100kmh) have been projected.

More interestingly, the 2021 America's Cup is being billed as a deep ocean grudge match. In the 2013 tournament the Americans were losing the trophy to Team New Zealand 0-5. They then changed their tactician to back-up British sailor Sir Ben Ainslie who brought home the series by a single point. To rub salt in the wounds, the American champions were captained by an Aussie, Jimmy Spithill. After one race was won by a mere 16 seconds, Kiwi skipper Dean Barker commented: "If you didn't enjoy today's racing you should probably watch another sport." Now Sir Ben is skippering Ineos Team UK.

The 2017 America's Cup had a different ending. The Americans are still smarting from their decisive loss to Team New Zealand. Perhaps that's why this year the country is fielding two teams: one each from the New York Yacht Club and the Long Island Yacht Club. Naturally, the American clubs are rivals too, with the haughty former looking down on the louche latter from their Beaux-Arts Manhattan HQ. Given the strength of the field, the Kiwis had best pull their Helly Hansen socks up. Not least because former Team New Zealand sailor Max Sirena will now skipper the Prada Luna Rossa team.

Mooring in New Zealand

Silo Marina is Auckland's superyacht harbour of choice. Flat whites - which were invented nearby - can be sipped at waterfront cafés while patrons peruse *Monocle* and the *FT*. The marina also offers direct access out to the Hauraki Gulf.

Superyachts in New Zealand

The design and build partnership of Ed Dubois and New Zealand's Alloy Yachts resulted in **Imagine**. This 33.6m racing yacht has the pedigree to gallop through from St Petersburg to Dublin - via Copenhagen and London - like a thoroughbred. "A true yachtsman's yacht", she can also serve Northern Europe's finest seafood from Kamchatka crab to Atlantic turbot.

Imagine

Length	33.62m (110'4")
Guests	7 (2 double, 1 twin)
Crew	5

CHARTER PRICE FROM \$45,000 PER WEEK

IMAGES, CLOCKWISE FROM TOP LEFT The Silo Marina super yacht harbour. 36.6m sailing yacht *Imagine* is available to charter through Camper & Nicholsons. Sir Ben Ainslie at the helm of his foiling catamaran in Portsmouth. Auckland, New Zealand's 'City of Sails'.



TRAVEL & CULTURE

Contemporary art on the timeless Riviera

WRITTEN BY TRISTAN RUTHERFORD

The French Riviera has attracted every great painter, from Monet to Matisse. Now the balmy seas and blazing sunshine around Cap Ferrat and the Porquerolles Islands host another round of artistic excellence. By 2020 three unique art centres will welcome visiting aesthetes - one in a secret villa, another in an underground bunker, and a third in a towering statement by Frank Gehry.



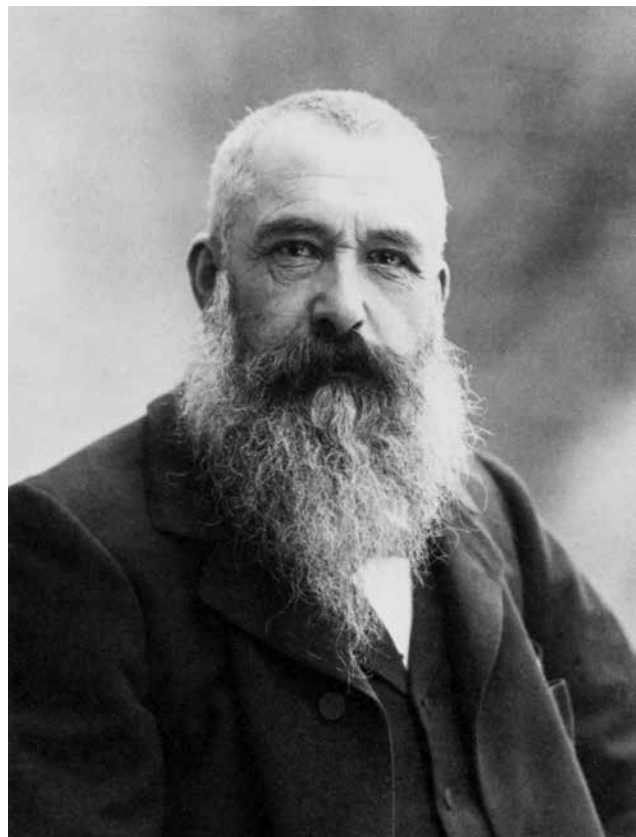


ENCADREMENTS
D'ART

9



IMAGES, FROM LEFT *La Corniche near Monaco* by Claude Monet (1884), The artist Claude Monet in 1899, Timeless colours of Cannes in the South of France.





In 1884 he set up his easel in Monaco. Liana vines and lemon trees caused him to call the Principality “the most beautiful spot on the entire Riviera.”

The Cote d’Azur has a curious microclimate. The ski slopes of the Alpes-Maritimes serve to trap clouds from northern Europe, which in turn allows southern sunshine to orbit from Menton to St Tropez for 300 days a year. The region is unencumbered by noisy industry or raging rivers, leaving it free of pollution or mistral winds. The final piece of the jigsaw is the sea, which is tinted electric blue by a wondrous mix of minerals. It reflects a glorious light over markets, islets, sailboats, sunbathers and seaside chateaux. It’s as if the universe conspired to create the perfect backdrop for artistic greats to paint.

Claude Monet came first. In 1884 he set up his easel in Monaco. Liana vines and lemon trees caused him to call the Principality “the most beautiful spot on the entire Riviera.” His savvy itinerary included Cap Martin. Here searing sun shone on jump-right-in seas, allowing Monet to create an *impression* that valued movement and colour over artistic

representation. His brushes stroked other superyacht hotspots, like Plage de la Salis on the Cap d’Antibes. Today the beach’s Restaurant Keller shuttles in sailors by RIB for evening soirées of Salade de Homard and Domaines Ott rosé.

Other artists followed the impressionism trail. Paul Signac sailed his yacht *Olympia* into an untouched seaside village little changed today. Its name was barely known back then: St Tropez. On canvas Signac captured fishing boats moored stern-to in the Vieux Port, alongside *matelots*, *boulistes* and harbourside cafés. A century ago life was radiant, placid and gloriously inexpensive. Pierre Bonnard made three trips to Signac’s St Tropez mansion but settled on a villa in Cannes. The luminosity that attracts today’s sailors struck these artists like a ray of sunshine. In the words of Henri Matisse, who visited both Signac and Bonnard before settling on Nice’s Cours Saleya: “When I understood that I would see this light every morning I couldn’t believe my good fortune.”



Paul Signac sailed his yacht *Olympia* into an untouched seaside village little changed today. Its name was barely known back then: St Tropez.





While living in the Cap Ferrat villa, Cocteau would sail his arty colleagues over from Villefranche. Each one painted and decorated the Villa Santo Sospir until it resembled a living museum.

Hitherto this artistic legacy has been bound within fascinating, if fusty, public museums, including St Tropez's Musée de l'Annonciade, Cannes' Musée Bonnard and Nice's Musée Matisse. This year a range of one-of-a-kind galleries reveal art in sublime locations synonymous with South of France sass.

The story of **Villa Santo Sospir** on Cap Ferrat starts with a house guest who refused to leave. One evening in 1950, Jean Cocteau was invited for dinner by French socialite Francine Weisweiler, an early patron of both Yves Saint-Laurent and Cristóbal Balenciaga. Cocteau ended up staying 11 years. During that time the artist tattooed the villa's walls with sexually charged dreamscapes. A sleeping angel with generous décolletage points the way to the bedrooms. One of them contains a vast fresco of Greek demigod Pan, a lover of both men and women, and an early homosexual symbol. Muscular wall-sized images of Narcissus and Echo cavort in the romantic freedoms for which the French Riviera was known.

While living in the Cap Ferrat villa, Cocteau would sail his arty colleagues over from Villefranche. Each one painted and decorated the Villa Santo Sospir until it resembled a living museum. Pablo Picasso and

Raoul Dufy added mosaics and doodles. Pastis-fuelled art discussions with Marlene Dietrich and Jean Marais turned the property into a salon. Actress Greta Garbo motored over from her home on Cap d'Ail - and was so overwhelmed she didn't utter a single word over dinner.

As Francine Weisweiler's health declined, the Villa Santo Sospir was preserved in situ. The antique bottles of Guignolet and Crème de menthe in the cocktail cabinet remain half-drunk. Weisweiler's former nurse, Eric Marteau, now welcomes respectful aesthetes to a 360° private art experience. Visitors too timid to call Marteau can book through the Grand Hotel de Cap Ferrat, a short walk away. The establishment's Michelin-starred chef will prepare dinner in the Villa Santo Sospir's living room, where Picasso and Cocteau once discussed the artistic legacies of Monet and Matisse. In return Marteau is welcomed as an old friend to the Grand Hotel's Club Dauphin sea lounge. (Here bon vivant Ian Fleming once reclined beside the French Riviera's first swimming pool. Those celebrating may order Château d'Yquem. Although selecting a year will be tricky, as the hotel stocks every vintage since the 1880s.)

IMAGES, FROM TOP The dining room at Villa Santo Sospir, entirely decorated by Jean Cocteau. Jean Cocteau sitting in his study in 1962







FONDATION CARMIGNAC

Contemporary art museum hidden away on the island of Porquerolles

Created in 2000 on the initiative of Edouard Carmignac, Fondation Carmignac is a corporate foundation with two main focuses: an art collection of close to 300 works, and the Photojournalism Award given out annually.



Like so many attractions on the Cote d'Azur, the Fondation Carmignac is playful, guarded, esoteric and hush-hush. To retain the top secret feel, only a handful of island visitors may tour the galleries at one time.

Fans of 007 will recognise another new art experience on the National Park island of Porquerolles near St Tropez. As park rules forbid the building of a museum, the **Fondation Carmignac** was constructed completely underground like a Bond villain's lair. It took workers a decade to unearth a gallery space the size of two Olympic swimming pools. The result is a chic nuclear bunker adorned with what *Wallpaper* called "an effervescent mix of 60 contemporary artworks, sculptures and installations". Think a portrait of Mao Tse-tung by Andy Warhol, plus a portrait of *fondation* founder Édouard Carmignac by Jean-Michel Basquiat. Lighting issues were solved by installing an aquatic ceiling - essentially a gigantic glass-bottomed lake - over the subterranean exhibits below.

Like so many attractions on the Cote d'Azur, the Fondation Carmignac is playful, guarded, esoteric and hush-hush. To retain the top secret feel, only a handful of island visitors may tour the galleries at one time. All must reserve ahead. On entry viewers are invited to drink a shot of island-foraged botanicals to open the cranial pathways - an experience you won't find at the Paris Louvre.

A far larger sculpture park sits just outside. Here visitors are encouraged to swim in the Mediterranean, then pad barefoot through wild orchids to discover mammoth art statements by Jaume Plensa and Nils Udo. It's breathtakingly unique. But when the

fondation closes for the day, and the last public ferry returns to the mainland at 7pm, the island reverts to its feral self. Porquerolles' 200 residents sleep to the sound of nightjars and turtle doves, a soundtrack offered to sailors lucky enough to be anchored offshore.

One would need a speedboat to sail through the Camargue wetlands to the South of France's final new art outpost. **LUMA**, in the city of Arles, is an art foundation sited in former SNCF locomotive sheds. This cavernous industrial space has been reborn as a multi-disciplinary gallery showcasing photography, short films, 20th-century art retrospectives, architecture shows and theatre.

In 2020 the former rail sheds will be crowned by a 56m tower by Frank Gehry, the architect behind Bilbao's Guggenheim Museum. Gehry's jagged aluminum edifice will mirror Arles' craggy mountain surrounds. Vincent van Gogh painted the same scenic backdrop in 1888, before lopping of his ear following a fight with fellow Arles resident Paul Gauguin. But that's a story for another day.

IMAGES, FROM TOP *Four Seasons* installation by Ugo Rondinone (2018). The Aquatic ceiling above the subterranean exhibits.





TRAVEL & CULTURE

Escape to the South Seas

WRITTEN BY TRISTAN RUTHERFORD

What started with a Absinthe-fuelled argument in Arles ended with an artistic blossoming in Polynesia. Where Paul Gauguin sailed, a dozen other artists followed in his creative wake. Not least French Riviera painter Henri Matisse, who skipped from Nice to New York, Tahiti, Fakarava and the Marquesas Islands in an itinerary considered decadent even today.







Ever keen for maritime adventure, he took full advantage of the Republic of France's policy to repatriate all Frenchmen who couldn't afford a steamer home.

On 23rd December 1888, in the southern French city of Arles, painter Paul Gauguin was involved in a street fight. His opponent was fellow artist Vincent van Gogh. That same night the Dutch master chopped off his ear and presented it to a brothel that both he and Gauguin frequented. The following day, Christmas Eve, van Gogh was committed to an asylum. Despite the festive period Gauguin left Arles very, very quickly. He never returned.

In truth Gauguin was a chancer, womaniser and eternal escapee. When referring to his South American upbringing he claimed himself “a savage from Peru”. Ever keen for maritime adventure, he took full advantage of the Republic of France's policy to repatriate all Frenchmen who couldn't afford a steamer home - usually by becoming a penniless artist in Martinique, Panama, or whichever port he washed up in.

IMAGES, FROM LEFT A waterfront bungalow in Tahiti, French Polynesia. Coconuts ripening in the South Seas sunshine. Sea turtles are now a protected species in the clear waters around Bora Bora.

Gauguin's quest for the quixotic led him to Tahiti. Over passing years the island had been espoused by explorers Louis de Bougainville, Captain Cook and Fletcher Christian. Like early editions of Condé Nast Traveller, each expedition regaled Edenic tales of giant turtles, fragrant frangipani and comely young locals. Indeed Fletcher Christian's shipmates were so heartbroken to leave this Adam and Eve paradise that they mutinied on the *HMS Bounty* a few weeks later. (The film of the mutiny, starring Marlon Brando, was filmed on the nearby arcadia of Bora Bora.)

In Gauguin's time, the passage to Polynesia called at every French colony en route. That meant the artist had to travel in style aboard *L'Océanien*, a 130m postal steamer built in La Ciotat near St Tropez. According to *Noa Noa*, Gauguin's journal from Tahiti, it took “sixty three days of feverish expectancy” to cruise from Marseille. The route journeyed through the newly opened Suez Canal, the Seychelles, Réunion, Mauritius and New Caledonia - a fabulous itinerary for any superyacht today. *L'Océanien's* passenger list also tallies with those of contemporary guests: captains of industry, landowners and fugitives of all persuasions.

Alas the Tahitian capital of Papeete was as Gallic as a camembert baguette. Tahiti had become a French possession a decade previously. In quick succession followed the accoutrements of electricity, gramophones, religious rigidity and *pastis à cinq heures*. Gauguin's long hair also caused a stir. Locals nicknamed him 'Taata-vahine' or 'man-woman'. After three months he fled 45km to the village of Papeari, where nowadays a botanical garden drips wild bananas and bamboo forests into a turquoise sea. Here Gauguin set himself up in a bamboo cabin to rediscover his base best: to dream, love, drink and paint.

Papeari proved a font of creativity. The artistic output was pure Gauguin: rampant, sensual and guaranteed to shock fusty colonials. The rainbow canvas *Fatata te Miti* (By the Sea) features nude bathers cavorting with carefree abandon in a tropical lagoon. *Manao tupapau* (Spirit of the Dead Watching) depicts the artist's young Tahitian wife reclining on her stomach, naked buttocks poised, on a makeshift divan. Prose from his *Noa Noa* diaries captures the artist's sybaritic mood: "The women crouched in the water with their skirts raised to waist. Thus cleansed with the bosom erect and with the two shells covering the breasts... they again took up the way to Papeete."

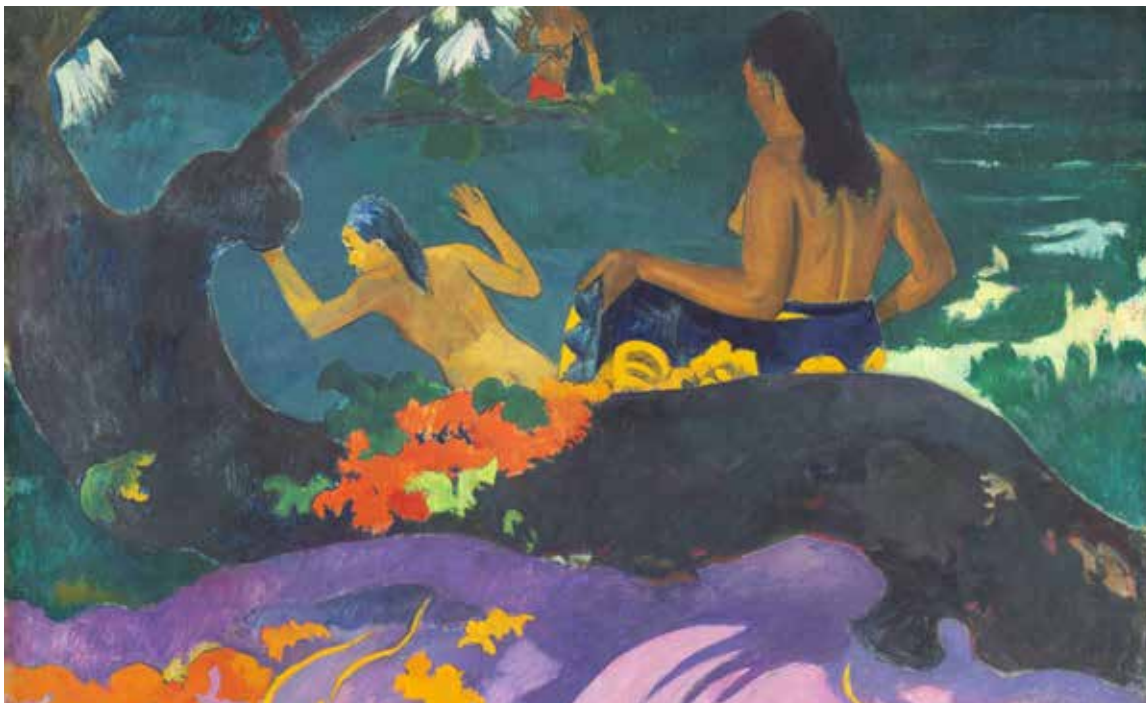
Declining wealth and health carried Gauguin from Papeete back to Paris. The trip home wasn't a success. Gauguin took to dressing in exotic Polynesian costumes while his sensuous paintings were mocked


by Claude Monet and Pierre-Auguste Renoir. His alleged case of syphilis would have been treated with mercury, further poisoning the ageing artist. Fellow painter Edgar Degas purchased four canvases, allowing Gauguin to escape the fusty confines of Europe for good. Back in Tahiti he combined bank loans with erratic moods to create semi-religious masterstrokes. Like *D'où Venons Nous* (Where Do We Come From), which trailblazes a path among impressionism, cubism, fauvism and last-orders-at-the-bar abandon.

Following a life pattern, the 52-year-old Gauguin fled a final time. This time on a five day sail across an aquamarine Pacific to Hiva Oa in the Marquesas Islands. Despite passing Apataki, a 30km coral island awash with rays, and Rangiroa, the second largest atoll in the world, Gauguin's base level sank lower. He decorated the walls of his island hovel with pornographic images purchased in Suez. And erected totem poles lampooning the island's Catholic bishop and his mistress; one of these sculptures later sold at Christie's in New York for \$31m. An ankle injury sustained during another boozy brawl was treated with arsenic. Other ailments were treated with morphine. After Gauguin died in spring 1903, his bold, primeval, page-leaping creations were displayed in a retrospective at Paris's Salon d'Automne. Young attendees like Pablo Picasso and Albert Marquet were awe-struck by the earthly pleasures and vivid colours of the South Seas.

IMAGE Cruising through the azure waters of French Polynesia on the trail of Gauguin and Matisse.







If Tahiti could rejuvenate an ailing Gauguin, could it also reinvent an escaping Matisse?

Among the exhibitors inspired by the 1903 Salon d'Automne was a young artist named Henri Matisse. This Frenchman soon became a *fauve*, the 'wild beasts' of European art who valued zany colours over pictorial representation. (Much of the Fauves' Day-Glo work, featuring magenta sails and booby bathers, was painted between St Tropez and the Cap d'Antibes.) By 1930 Matisse was the old man of impressionism, residing in a mansion on Nice's Cours Saleya - with rheumatic neurosis in both arms. An idea sprang to mind. If Tahiti could rejuvenate an ailing Gauguin, could it also reinvent an escaping Matisse?

Matisse enjoyed a five-star voyage to the Polynesian sun. The transatlantic liner *Ile de France*, built in Saint-Nazaire like many of today's luxury yachts, carried the painter to New York. Onboard first class guests could utilise both a shooting range and a neo-gothic chapel. A catapult-launched seaplane - the Bell Jet Ranger of its day - could be launched a day before arrival, ensuring hotel bookings and letters of introduction were received before disembarkation. Matisse enjoyed his first cream soda in Manhattan. Then the diesel engines of the Santa Fe railroad hauled the Frenchman to San Francisco in three days. Before a vintage British mailship, the *RMS Tahiti*, chugged the final 10 days through the South Seas.

IMAGES, FROM LEFT Fragrant frangipani on a branch. A Polynesian on a pirogue near Bora Bora. *Fatata te Miti (By the Sea)* by Paul Gauguin (1892)



The Yellow Dress warms the canvas like a Polynesian sunset with tropical slashes of emerald and ochre. Sailing away to paradise charms us all.

It was a journey to write home about. En route Matisse noted the Pacific Ocean's colour change from deep navy to azure. On arrival his sketchbook was soon filled with tufted coconuts, banyan limbs, hibiscus flowers and birds-of-paradise. Most enjoyable of all was a *Ma'a tabiti* traditional feast. Read shrimp in coconut milk, suckling pig slow-cooked on barbeque coals, clam curry and fried bananas. Then as now, life appeared effortless. He tracked down Gauguin's son, Emile, who made his way as a simple Tahitian labourer. As Matisse recalled: "watching coconuts grow by day, fishing at night". The artist ensured he packed black pearls and vanilla pods for gifts back home.

A yacht sortie on the French governor's schooner was a final highlight of Matisse's trip. It was an itinerary that would send a Camper & Nicholson's

senior broker into raptures. First up was the Tuamotu Archipelago, the world's largest chain of coral atolls, which spans the breadth of Western Europe. Then Fakarava, a UNESCO Biosphere Reserve famed for reef sharks and tuna runs. As Matisse wrote to fellow artist Pierre Bonnard back in Cannes: "Pure light, pure magic, pure colour. Diamond, sapphire, emerald, turquoise." Matisse's last port of call followed Gauguin's journey to Hiva Oa, where stone tikis still guard a mere 2,000 island residents.

Did Gauguin's voyage to Tahiti reinvent Matisse? On his return to Nice's Promenade des Anglais in June 1930, the latter picked up his paintbrush and completed the masterpiece he postponed months before. *The Yellow Dress* warms the canvas like a Polynesian sunset with tropical slashes of emerald and ochre. Sailing away to paradise charms us all.



IMAGE *The Yellow Dress* by Henri Matisse (1931)

YACHTS IN SOUTH SEAS

The beauty of 43m **Koo** lies in her design by Dubois Naval Architects, the doyenne of luxury sailing yachts. In 2020 a company of six crew will cosset eight lucky guests as she retraces the route of Matisse, Gauguin and other dreamers around Bora Bora, Moorea and the wider South Pacific.





South Seas

Follow the passage of Gauguin and Matisse through Tahiti and Moorea to Hiva Oa.





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OCEAN LIFE

Sylvia Earle, ocean saviour

WRITTEN BY TRISTAN RUTHERFORD

Dr Sylvia Earle proves that age and sex are no barriers to saving the planet. In her 20s she became the first marine botanist to dive the virgin Seychelles. In her 40s she was strapped to a submarine to test the latest ocean floor scuba suits. Now in her 80s, Dr Earle travels 300 days per year persuading presidents and movie producers to protect our seas.



Tektite II was a NASA-funded underwater laboratory sited off the US Virgin Islands. In 1970 five female aquanauts swam into the spacecraft structure. For two weeks they lived under the waves to assess oxygen toxicity, blood compression and sleep patterns. For the lead scientist, Dr Sylvia Earle, it was a fantasy commission. The 34 year old spent between 10 and 12 hours a day diving from the capsule into a tropical aquarium of 400 reef species, ranging from snarling tiger groupers to candy-coloured fairy basslets. The laboratory's moorings can be snorkelled today in 15m of gin clear sea.

“On Tektite II, time was unlimited, so I spent entire days and nights alongside individual animals,” recalls Earle. “You’d witness attitudes and personalities, like the family of angelfish on their morning stroll.” The government funded study added valuable physiological data to NASA missions, opening the door to the first female American astronaut in 1983 - some 22 years after the first male. It later propelled Earle to television stardom, a *TIME* magazine cover and a position as the first female chief scientist of the U.S. National Oceanic and Atmospheric Administration.

Although the Tektite II women spent longer underwater than their male counterparts, Washington journalists took their project less seriously. “Five Gals Face Plunge With One Hair Dryer,” headlined the *Associated Press*.

Sexism could have stopped Earle from becoming marine botany’s most vocal spokesperson. Fortunately the ocean has been her only judge. At the age of 12 she was uprooted from New Jersey to a beachfront home on the Gulf of Mexico. When not snorkelling, her head was in the books of William Beebe, a marine

naturalist who recorded near-1,000m descents in his *Bathysphere*, a horrifically crude diving bell that carried pans of calcium chloride to absorb CO₂. Inside air was circulated by swishing palm leaf fans. A telephone cable provided communication with the surface. More curiously, Beebe’s 1930s technology didn’t stretch to flash photography, so fine art paintings of bioluminescent jellyfish and twilight zone sabertooths graced his *National Geographic* features. Within a few decades Earle would smash his records as both a deep ocean diver and marine educator.

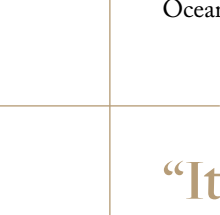
A chance to play with cutting edge tech aided Earle’s gathering career. In the 1950s Jacques Cousteau showcased the scuba tank on *The Silent World*. The viewing public was stunned by the first colour reels of Technicolor coral communities. Earle’s college, Florida State University, received two of the world’s first commercially available tanks. “It was magical because fish keep swimming deeper. Therefore the deeper and longer you want to dive too.”

By 1964 Earle was the only female scientist with the diving credentials to undertake a biological study of the Indian Ocean. Again, the headline in Kenya’s *Mombasa Times* was predictable: “Sylvia Sails Away With 70 Men.” For Earle her first trip outside the United States was a pioneering ocean study. Not least because she sailed aboard the former presidential yacht, *USS Williamsburg*, which was converted into a cutting edge research ship. (More recently it was offered for sale by Camper & Nicholsons.) It was the first time Indian Ocean species like eagle rays and spinner dolphins had ever seen a diver so they crowded round Earle and the rest of the scientists. “The pilot whales we were supposed to be studying ended up watching us instead.”

IMAGE Sun sets over the sea off South Africa.

The research trip's Indian Ocean destinations remain a list of seldom swum scuba hotspots. Like Fungu Yasini Island off Tanzania, which is still an uninhabited atoll frequented only by coconut crabs. And Aldabra, the world's second-largest coral atoll, which is only accessible by private yacht. The latter is home to a giant tortoise species saved a century earlier by Charles Darwin, after he lobbied the governor of nearby Mauritius for protection.

Two years later, Earle was probably the first person to see the Seychelles with a scuba tank. Although biodiversity has declined since the 1960s, its million-kilometre-square seas are still a wall-to-wall diorama of butterflyfish and nudibranchs. "I'm so pleased the Seychelles government has preserved its waters before the high-tech tuna fishing fleets, hailing from Europe and East Asia, have stripped so much other Indian Ocean sea life away."



“It was magical because fish keep swimming deeper. Therefore the deeper and longer you want to dive too.”

But depth remained a problem. Across the Indian Ocean, and later in Australia and the Galapagos, Earle's team had to collect species from a mile down using hooks and nets. "Imagine if Jane Goodall had to study chimpanzees from a helicopter a mile up, instead of being down there in their midst." The submariner solved the problem by founding Deep Ocean Exploration and Research (DOER Marine), a mini-sub manufacturer that allowed "anybody to take the controls and fly".

In 1979 Earle's research into marine mechanics led her to break another human depth record, this time for JIM diving apparatus. "It's essentially a metal space suit that wraps around your entire body," she explains. Instead of being connected with a cable like her hero Beebe, Earle hitched a ride to the seabed by clinging to the nose of a submarine. "I stepped off with no connection back to the surface. I wasn't alone but surrounded by life. You might think that London or Beijing are busy cities, but where you dive deep you see the history of life itself."


Such career-defining moments inspired film maker and Earle devotee James Cameron. "There was a sense that women couldn't do (underwater exploration)," he claimed in an interview. "How could they pick up the tanks?" In 2012 Cameron took a custom one-person submarine to the bottom of the Marianas Trench, a full 10km below the waves, surpassing Earle's depth record for female solo submersible divers in the process. Earle, then aged 77, proposed that she would make a better pilot for his ocean floor voyage. Alas the director of *Titanic* and *Avatar* insisted he visit "a landscape unchanged in billions of years" himself.



FROM TOP Hammerheads near Socorro Island, off the Pacific Coast of Mexico. Dr Sylvia Earle diving in the Bahamas Hope Spot. NEXT PAGE A sea lion dives deep. Dolphins at Cocos Island.







“The advantage I have is documentary evidence of how the sea looked in the 1960s,” claims Earle. “I can therefore explain how we can avoid losing tuna forever. Or how humans can avoid losing a species as grand as the blue whale.”

Sadly changes abound in *Mission Blue*, a feature length Netflix documentary which profiles Earle’s aquatic career. She recalls seeing thousand-strong parades of hammerhead sharks off Cocos Island, some 550km from Costa Rica. This was before shark fishing became a business, where live animals are caught, definned, then thrown back to drown. Their fins are then used in soup, mostly in China. Finning has decimated global shark numbers to less than 10% of their 1970s population, destroying a key section of the food chain. “I feel like a time traveller having witnessed such abundance compared to what we have now.” Even James Cameron saw plastic debris deep in the Marianas Trench, as have subsequent explorers using submersibles and ROVs.

On the flipside Earle can personally persuade those in authority, including recent Presidents Barack Obama, Bill Clinton and George Bush. Submersibles play a key part of her plan, as she can take those in authority directly into the sea to witness reef damage or whale migrations for themselves. “The advantage I have is documentary evidence of how the sea looked in the 1960s,” claims Earle. “I can therefore explain how we can avoid losing tuna forever. Or how humans can avoid losing a species as grand as the blue whale.” (The species were 250,000 strong before commercial whaling began, with their population declining to a mere 400 in 1966. Numbers have recovered to 20,000 today.)

Earle now travels the world lecturing on how to save the world’s oceans. She is National Geographic long-standing Explorer-in-Residence, has chaired Google Earth’s Ocean Advisory Council and is the recipient of dozens of individual accolades. She has also advised governments on environmental disasters, including the 1991 Arabian Gulf oil fires, the Exxon Valdez spill and the Deepwater Horizon disaster in her former Gulf of Mexico backyard. “I tell the kids of today they’re lucky as they’ll be last generation to see some wild species like Bengal tigers, where 12% of land is fully protected. It doesn’t have to be that way in the sea, where only 1% of the ocean is protected. I tell them they now have the knowledge and the energy to turn that curve around.”

REV: the world’s largest (and greenest) superyacht

By 2021 the world’s largest superyacht will be eco-warrior *REV*. When launched the 183m dual-purpose explorer yacht will propel its Norwegian owner, former fisherman Kjell Inge Røkke, to global adulation. The Espen Oeino designed vessel partly operates as a luxury cruiser. Its other role is as a floating science faculty that can accommodate academics, speakers, divers, wet and dry laboratories and a 40-person auditorium, all packaged inside a low-emission boat with fully autonomous circumnavigation capabilities. Meanwhile a hull opening will allow manned and driverless submersibles to descend to the seabed.



Yachts in the Indian Ocean

Benetti's 64.5m **Silver Angel** is a seven stateroom paradise set over five decks. Key for Indian Ocean cruising are her shaded sun areas, water exploration vehicles and an oversized Jacuzzi.

Silver Angel

Length	64.5m (211'7)
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Guests	12 (5 double, 2 twin)
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Crew	19
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CHARTER PRICE FROM \$425,000 PER WEEK



IMAGES, FROM TOP Dr Sylvia Earle smiles for the camera. Benetti's 64.5m *Silver Angel*, available for charter through Camper & Nicholson's.






OCEAN LIFE

Eco yachts: green to go

WRITTEN BY TRISTAN RUTHERFORD

Ecology has never been served with such élan. Today's most tranquil yachts are low on carbon. A new breed of captains are charting course for off-the-grid destinations, with glass-bottom kayaks and yoga instructors on board. Only one question remains: organic Prosecco or sulphate-free Champagne?



“We’re simply sailing into a more balanced future,” continues Powell. “That means less noise and less fumes, but more Thai massages and organic ice cream.”

Guests won't be eating mung beans aboard eco yacht *Blue Vision*. “Our chef trained at Quattro Passi,” explains Captain Nick Powell, referring to the double Michelin starred restaurant that clings to the Amalfi cliffs opposite Capri. “His formative years were spent bargaining in fish markets and making tuna sashimi.” Aboard the latest generation of sustainable superyachts, being green doesn't mean living in 1973. “We're simply sailing into a more balanced future,” continues Powell. “That means less noise and less fumes, but more Thai massages and organic ice cream.”

In the yachting industry, mercantilism has long trumped environmentalism. However, as repeat clients charter *Blue Vision*, going green is seen as a lucrative niche. The 44m Benetti is a cross between Monaco's Thermes Marins and a luxury Indian ashram, which can sail to every tranquil bay from Morell in Menorca to Mirista in Montenegro. Guests who book a sun-kissed blowout end up detoxed by morning yoga, Bamford toiletries and a complete absence of parabens and plastics. Plus an unrivalled cellar of organic wines.

Providing an ecologically sound context is taxing, admits Captain Powell. “It's more than just banning plastic drinking straws”. The eco-list aboard *Blue Vision* includes providing guests with bamboo toothbrushes, filling steel bottles with purified water and linens washed in eCover cleansers. “On the positive side, guests seem more relaxed with less toxins around them,” claims Powell, “so that's the first battle won.”

In the search for absolute serenity, Powell's team take environmentalism several steps further. Sustainable fuels are sourced from Eazy Bunker, which plants trees across the United States to offset every litre used. “We use automotive gas oil, which releases far less sulphur than marine gas oil,” explains Powell. Carbon consumption can be an education in itself. If quizzed by guests, Powell will share the fact that cruising at 12 knots uses 240 litres per hour. While at 8 knots, fuel consumption is halved. “We're not the St Tropez express,” jokes Powell, referring to the yachts that power from Port Hercule to Plage Pampelonne in 60 minutes flat. “But if guests want to cruise past Cap Ferrat, the Lérins Islands and the Esterel cliffs, spotting dolphins and falcons enroute, we'll lay on the binoculars and nature-spotting apps.”



IMAGES, CLOCKWISE FROM TOP LEFT The faraglioni rocks in the Bay of Naples, off the island of Capri. Enjoy a glass of Malvasia di Lipari, exclusively on the Aeolian Islands. *Blue Vision* provides morning meditation classes, purified water and bamboo toothbrushes to lower the eco-yacht's footprint. Sailing boat near the uninhabited island of Palmarola, Italy.



WEST MEDITERRANEAN

Blue Vision

Length	44m (144'4)
Guests	10 (3 double, 2 twin)
Crew	9

CHARTER PRICE FROM: PLEASE ENQUIRE



Quite naturally, off-the-grid itineraries are preferred by guests aboard *Blue Vision*. As Powell explains: “This summer we’re circumnavigating Sicily with in-depth tours of the Aegadian and Aeolian islands.” Imagine a slow food quest for unique island bites including stuffed squid, fresh swordfish, hand-picked mulberries, ricotta salata and giant capers. These foodstuffs will be paired with Malvasia wines from Lipari’s sea-cooled vine terraces, where grapes are sun-dried for extreme flavour then fermented into lip-smacking whites. Dining well appears to be a cross-generational aspiration. Most older charter guests own an Ottolenghi cookbook and request modern Mediterranean menus of za’atar roasted chicken breast, or fresh burrata with blood orange. Millennial clients have often eaten in tennis star Novak Djokovic’s vegan restaurant in Monaco and want to emulate his diet – and physique.

In such locations experiential activities abound. “Some guests want to recharge in the sun”, explains Powell. “Others are eager for pasta making classes, group snorkels at dusk, or visits with the chef to Palermo’s Ballarò market.” For Powell a personal favourite is the tiny Italian island of Palmarola near Ponza. “It’s an hour from Rome yet it’s entirely uninhabited except for yachties kayaking into uncharted caves to forage for sea urchins.” Ocean environmentalist Jacques Cousteau christened it “the most beautiful island in the Mediterranean Sea”.

Alas, it would be a disingenuous to suggest that luxury yacht guests are saving the planet. “We can reduce waste and emissions as much as possible, but not eliminate them,” Powell admits. And unless clients are travelling to *Blue Vision*’s home port of Nice on the direct TGV from Brussels, Paris or Milan, or on the non-stop sleeper from Moscow via Minsk and Vienna, there are flights to consider.

Captain Powell claims that only top-down measures from governing bodies like the International Maritime Organisation can reduce pollution across the board. “The IMO can insist on exhaust scrubbers on the next generation of new build yachts, just as automotive bodies rule on vehicle emissions. They could also push for research on hydrogen fuel cell technology and energy recovery systems.” Some luxury vessels have experimented with biofuels and solar power. On other yachts generators are switched off at night in favour of low-impact batteries, so sailors sleep to the sound of lapping waves, not an electronic hum. Again, such measures are as much about the bottom line of green niceties, as the fickle price of Brent Crude has fluctuated between \$28 and \$114 over the last five years.

PREVIOUS PAGE View from Giardini di Augusto overlooking the bay surrounding Scoglio Unghia Marina, Capri.



IMAGES, CLOCKWISE FROM TOP LEFT Dolphin spotting is part of the eco-cruise as are pasta making classes. Fresh octopus at the famous Ballaró market, Palermo, Italy. Concrete trail leading to a hidden Capri beach. **NEXT PAGE** Eco yacht *Black Pearl*.



Perhaps the most futuristic idea comes from Dutch shipyard Feadship. Their concept yacht, *Breathe*, mimics nature by using whale fin stabilisers and a curvaceous hull to reduce fuel consumption by up to 40%.

A push from customers might also lead superyacht manufacturers to greener pastures. One of the most coveted launches in 2018 was Oceanco's *Black Pearl*, a 107m eco-yacht. Thanks to DynaRig masts and energy collection stations, she can skip across the Atlantic on just 20 litres of fuel - at speeds of up to 30 knots. Boat builder Lürssen also seeks to protect the oceans central to its success. The German company have introduced catalytic reduction filters to lower nitrogen, soot and noise levels on new yachts to far below industry limits. They were also the first company to utilise waste engine heat to operate a vessel's desalination system for drinking water.

Perhaps the most futuristic idea comes from Dutch shipyard Feadship. Their concept yacht, *Breathe*, mimics nature by using whale fin stabilisers and a curvaceous hull to reduce fuel consumption by up to 40%. Meanwhile zebra stripes cover her surface areas in stark black and white tones, creating air currents that naturally cool the yacht. We'll can all raise a glass of *Blue Vision's* organic Champagne to that. Not least as it's André Beaufort Grand Cru Réserve, which *Decanter* rated an 89.





Eco-friendly yachts

Camper & Nicholsons have been delivering eco-friendly yachts since before the steam age, let alone the space age. More recently, some 235 years after the firm's inception, 26m sailing yacht **Sequoia** was hand-carved from sustainable Indonesian hardwood with a remit to tiptoe through the 18,000-island archipelago. She boasts a Sky Deck from which to watch whales migrate through Raja Ampat and the Lesser Sunda Islands. Her single John Deere engine has the lowest rated emissions according to US Environmental Protection Agency guidelines.

The 42m motor yacht **E&E** is similarly green. She was designed to minimise fuel consumption to 130 litres per hour at 11 knots, compared with 500 litres for similar sized vessels. Plastics are banned on board. And wherever she sails, crew voluntarily are seconded to pick up litter from surrounding beaches or seas.

Recycling is taken to new levels by 50m explorer yacht **Kudaniil**. Commissioned in Japan as a safety vessel, she was recently refitted as an unrestricted navigation classified yacht. Expect onboard yoga instructors, freedive guides and surf teachers, all included in her charter fee.



ABOVE Eco yacht *Sequoia*. Eco yacht *E&E*. NEXT PAGE Indonesian archipelago Raja Ampat.

E&E

Length	42.09m (138'1)
Guests	10 (3 double, 2 twin)
Crew	9

CHARTER PRICE FROM \$115,000 PER WEEK





CHARTER MARKETING

Yachts are *compelling stories* waiting to be shared

A good story shares the facts. A great story mixes in heritage, topical reference and a generous splash of glamour. Our Charter Marketing division has the background to make a boat stand out from the fleet thanks to detailed notation, unsurpassed client liaison and an unrivalled selection of channels. That's why we've been sharing compelling stories since 1782.

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SECTION 5

CHARTER FLEET

CHARTER FLEET

Charter fleet

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Charter fleet

Featuring some of the world's most desirable superyachts, the charter fleet has been hand-picked by Camper & Nicholsons expert charter brokers. Turn the page to choose the charter yacht of your dreams.

91.5m (300'2)

Tranquility

SPECIFICATIONS

Guests	18 guests (9 cabins, 3 doubles)
Crew	29
Built by	Oceanco
Year	2014
Speed	15/18 knots

CRUISING GROUNDS

Caribbean

PRICES FROM

€1,100,000 per week





65.2m (213'11)

Callisto

SPECIFICATIONS

Guests	12 (4 double, 2 twin)
Crew	16
Built by	Feadship
Year	2006
Speed	12/16 knots

CRUISING GROUNDS

Caribbean

PRICES FROM

\$415,000 per week



64m (209'11)

Spirit of the C's

SPECIFICATIONS

Guests	10 (5 double)
Crew	11
Built by	Perini Navi
Year	2003 / 2016
Speed	12 knots

CRUISING GROUNDS

Bahamas, Caribbean

PRICES FROM

\$198,000 per week



58m (190'3)

Illusion V

SPECIFICATIONS

Guests	12 (3 double, 3 twin)
Crew	13
Built by	Benetti
Year	2014
Speed	12/15 knots

CRUISING GROUNDS

Bahamas / Caribbean

PRICES FROM

€350,000 per week



60.35m (183'8)

Aqua Blu

SPECIFICATIONS

Guests	30 (10 double, 5 twin)
Crew	25
Built by	Brooke Marine
Year	1968 / 2019
Speed	10/12 knots

CRUISING GROUNDS

Indonesia

PRICES FROM

\$258,000 per week



57.49m (188'7)

Twizzle

SPECIFICATIONS

Guests	8 (3 double, 2 twin, 1 pull)
Crew	11
Built by	Royal Huisman
Year	2010
Speed	11/13knots

CRUISING GROUNDS

Thailand

PRICES FROM

€235,000 per week



53.5m (175'6)

Hurricane Run

SPECIFICATIONS

Guests	12 (3 double, 2 twin, 1 convertible)
Crew	12
Built by	Feadship
Year	2009
Speed	12.5/15 knots

CRUISING GROUNDS

West Mediterranean

PRICES FROM

€245,000 per week



50m (164'1)

Kudanil Explorer

SPECIFICATIONS

Guests	16 (8 double)
Crew	21
Built by	Custom
Year	1978 / 2018
Speed	10/14 knots

CRUISING GROUNDS

Indonesia

PRICES FROM

\$94,500 per week



50m (164'1)

Resilience

SPECIFICATIONS

Guests	12 (4 double, 2 twin)
Crew	12
Built by	Ortona Navi
Year	2008/14
Speed	14/16knots

CRUISING GROUNDS

West Mediterranean

PRICES FROM

€160,000 per week



50m (164'1)

Jo

SPECIFICATIONS

Guests	3 double, 2 twin, 1 convertible
Crew	12
Built by	Benetti
Year	2004/13
Speed	12 /17knots

CRUISING GROUNDS

Caribbean

PRICES FROM

\$195,000 per week



50m (164'1)

Trending

SPECIFICATIONS

Guests	12 (4 double, 2 twin)
Crew	11
Built by	Westport
Year	2006/2016
Speed	15/24 knots

CRUISING GROUNDS

Bahamas / Caribbean

PRICES FROM

\$210,000 per week



49.8m (163'5)

Shake N' Bake

TBD

SPECIFICATIONS

Guests	12 (6 double, 1 twin)
Crew	12
Built by	Campanella
Year	1981/2011
Speed	12.5/15 knots

CRUISING GROUNDS

Bahamas / Caribbean

PRICES FROM

€135,000 per week



47.25m (155')

Princess AVK

SPECIFICATIONS

Guests	12 (3 double, 3 convertible)
Crew	11
Built by	Sunseeker
Year	2016
Speed	16/24 knots

CRUISING GROUNDS

West Mediterranean

PRICES FROM

€210,000 per week



47.25m (155')

Arados

SPECIFICATIONS

Guests	10 (3 doubles, 2 convertible)
Crew	10
Built by	Sunseeker
Year	2014/2018
Speed	16/20 knots

CRUISING GROUNDS

West Mediterranean

PRICES FROM

€200,000 per week



47.25m (155')

One More Toy

SPECIFICATIONS

Guests	12 (4 double, 2 twin)
Crew	9
Built by	Christensen
Year	2001/2016
Speed	12/17 knots

CRUISING GROUNDS

Bahamas / Caribbean

PRICES FROM

\$150,000 per week



47m (154'2)

Orient Star

SPECIFICATIONS

Guests	10 (3 double, 2 twin)
Crew	9
Year	2012
Speed	10/16knots

CRUISING GROUNDS

Bahamas / Caribbean

PRICES FROM

€150,000 per week



45.3m (148'7)

Blush

SPECIFICATIONS

Guests	10 (2 double, 2 twin, 2 convertible)
Crew	7
Built by	Perini Navi
Year	2007/2018
Speed	10/13.5 knots

CRUISING GROUNDS

West Mediterranean

PRICES FROM

\$150,000 per week





45m (147'8)

Aria Amazon

SPECIFICATIONS

Guests	32 (16 double)
Crew	27
Year	2010
Speed	12 knots

CRUISING GROUNDS

South America

PRICES FROM

\$278,000 per week



45m (147'8)

Atlantic Goose

SPECIFICATIONS

Guests	10 (4 double, 1 twin)
Crew	10
Built by	Toughs
Year	1987/2017
Speed	11.5 knots

CRUISING GROUNDS

Caribbean

PRICES FROM

€90,000 per week



43.5m (142'9)

Baron Trenck

SPECIFICATIONS

Guests	12 (3 double, 3 twin)
Crew	9
Built by	Eurocraft
Year	2011/2016
Speed	10/14 knots

CRUISING GROUNDS

West Mediterranean

PRICES FROM

€135,000 per week



43m (141'1)

CD Two

SPECIFICATIONS

Guests	12 (3 double, 3 twin, 1 single)
Crew	9
Built by	Nicolini
Year	1995
Speed	12.5/17 knots

CRUISING GROUNDS

West Mediterranean

PRICES FROM

€95,000 per week





43m (141'1)

Eclipse

SPECIFICATIONS

Guests	12 (3 double, 3 twin)
Crew	10
Built by	Feadship
Year	1993/2011
Speed	12/13.5 knots

CRUISING GROUNDS

West Mediterranean

PRICES FROM

€125,000 per week



42.65m (139'11)

Sharlou

SPECIFICATIONS

Guests	10 (2 double, 1 twin, 1 convertible, 1 single)
Crew	6
Built by	Vitters
Year	2011/2019
Speed	11/17 knots

CRUISING GROUNDS

Caribbean

PRICES FROM

\$118,000 per week



42.6m (139'9)

Hana

SPECIFICATIONS

Guests	10 (4 double, 1 twin)
Crew	9
Built by	CRN Ancona
Year	2008
Speed	11/13 knots

CRUISING GROUNDS

West Mediterranean

PRICES FROM

€135,000 per week



41.9m (137'6)

I Sea

SPECIFICATIONS

Guests	10 (3 double, 2 twin)
Crew	9
Built by	Navinco
Year	2014
Speed	12/14 knots

CRUISING GROUNDS

East Mediterranean / Red Sea

PRICES FROM

€130,000 per week





41.8m (137'2)

Clicia

SPECIFICATIONS

Guests	10 (3 double, 2 twin)
Crew	9
Built by	Baglietto
Year	2009/2016
Speed	13/22 knots

CRUISING GROUNDS

West Mediterranean

PRICES FROM

€135,000 per week



40.05m (131'5)

Thumper

SPECIFICATIONS

Guests	10 (3 double, 2 convertible)
Crew	9
Built by	Sunseeker
Year	2014
Speed	12/24 knots

CRUISING GROUNDS

West Mediterranean

PRICES FROM

€155,000 per week



39.62m (130')

Lionshare

SPECIFICATIONS

Guests	12 (3 double, 2 twin, 2 Pullman)
Crew	7
Built by	Heesen
Year	1987/2017
Speed	12/18 knots

CRUISING GROUNDS

Bahamas / Caribbean

PRICES FROM

\$105,000 per week



39.3m (129')

Safira

SPECIFICATIONS

Guests	10 (3 double, 2 twin, 2 pullmans)
Crew	7
Built by	Newcastle
Year	2013/2015
Speed	10.5/13 knots

CRUISING GROUNDS

Bahamas / Caribbean

PRICES FROM

\$110,000 per week





38m ^(127')

Chesella

SPECIFICATIONS

Guests	12 (3 double, 2 twin, 1 Pullman)
Crew	7
Built by	Amels
Year	1983/2018
Speed	10/12 knots

CRUISING GROUNDS

West Mediterranean

PRICES FROM

€75,000 per week



38.4m ^(126')

Le Montrachet

SPECIFICATIONS

Guests	10 (3 double, 2 twin)
Crew	7
Built by	Broward Marine
Year	1986
Speed	12/17 knots

CRUISING GROUNDS

Bahamas

PRICES FROM

\$59,500 per week



37m (121'5)

Elena Nueve

SPECIFICATIONS

Guests	10 (3 double, 2 twin)
Crew	7
Built by	Benetti
Year	2007/2018
Speed	10/14 knots

CRUISING GROUNDS
Spain and the Balearics

PRICES FROM
€105,000 per week



36.6m (120'1)

Pure Bliss

SPECIFICATIONS

Guests	10 (3 double, 2 convertible, 2 pullmans)
Crew	7
Built by	Benetti
Year	2008/2018
Speed	10.5/17 knots

CRUISING GROUNDS
Bahamas, Caribbean

PRICES FROM
\$85,000 per week





36.6m (120'1)

Touch

SPECIFICATIONS

Guests	8 (4 double)
Crew	7
Built by	Louisbourg
Year	2004/2011
Speed	10/13 knots

CRUISING GROUNDS

Bahamas, Caribbean

PRICES FROM

\$80,000 per week



36.58m (120')

Seablue'z

SPECIFICATIONS

Guests	10 (3 double, 2 twin)
Crew	7
Built by	Benetti
Year	2006
Speed	14/15 knots

CRUISING GROUNDS

West Mediterranean

PRICES FROM

€105,000 per week



36.2m (118'9)

Metsuyan IV

SPECIFICATIONS

Guests	10 (3 double, 2 twin)
Crew	7
Built by	CBI Navi
Year	2006/2013
Speed	10/12 knots

CRUISING GROUNDS

East Mediterranean

PRICES FROM

€98,000 per week



36m (118')

Five Waves

SPECIFICATIONS

Guests	10 (3 double, 2 twin, 2 convertible)
Crew	6
Built by	AB Yachts
Year	2010/2016
Speed	33/40 knots

CRUISING GROUNDS

Bahamas

PRICES FROM

\$100,000 per week





35.97m (118')

Savannah

SPECIFICATIONS

Guests	8 (3 double, 1 twin)
Crew	6
Built by	Intermarine Savannah
Year	2000/2014
Speed	12/15 knots

CRUISING GROUNDS

Bahamas

PRICES FROM

\$56,000 per week



35.7m (117'2)

Sands

SPECIFICATIONS

Guests	12 (4 double, 2 convertible)
Crew	6
Built by	Maiora
Year	2018
Speed	23/27 knots

CRUISING GROUNDS

West Mediterranean

PRICES FROM

€110,000 per week





35.2m (115'6)

Fleur

SPECIFICATIONS

Guests 10 (3 double, 2 convertible)

Crew 5

Built by Sunseeker

Year 2016

Speed 17/24 knots

CRUISING GROUNDS

West Mediterranean

PRICES FROM

€115,000 per week



35m (114'1)

Alcor

SPECIFICATIONS

Guests 6 (3 double, 2 twin, 1 single)

Crew 11

Built by Heeson

Year 2000

Speed 12/13 knots

CRUISING GROUNDS

West Mediterranean

PRICES FROM

€135,000 per week





35m (115')

Brunello

SPECIFICATIONS

Guests	8 (2 double, 2 twin, 1 pullman)
Crew	6
Built by	Benetti
Year	2003/2015
Speed	12/16 knots

CRUISING GROUNDS

Bahamas / Caribbean

PRICES FROM

\$65,000 per week



35m (115')

Siete

SPECIFICATIONS

Guests	10 (3 double, 2 twin, 1 convertible)
Crew	7
Built by	Benetti
Year	2002/2015
Speed	13/14 knots

CRUISING GROUNDS

Bahamas

PRICES FROM

\$75,000 per week



35m (114'10)

Over the Rainbow

SPECIFICATIONS

Guests	11 (3 convertible)
Crew	5
Built by	A.M. Dickie & Sons
Year	1930/2018
Speed	10 knots

CRUISING GROUNDS

Mediterranean & Indian Ocean

PRICES FROM

€65,000 per week



34m (111'7)

Solis

SPECIFICATIONS

Guests	8 (2 double, 2 twin)
Crew	6
Built by	Mulder
Year	2015
Speed	11/13 knots

CRUISING GROUNDS

Bahamas & Caribbean

PRICES FROM

\$100,000 per week





33.48m (109'1)

Veyron

SPECIFICATIONS

Guests	9 (3 double, 1 twin, 1 Pullman)
Crew	5
Built by	Mangusta (Overmarine)
Year	2013
Speed	28/30 knots

CRUISING GROUNDS

West Mediterranean

PRICES FROM

€70,000 per week



33.02m (108'4)

Orso 3

SPECIFICATIONS

Guests	10 (3 double, 2 twin)
Crew	7
Built by	Benetti
Year	2013
Speed	13/14 knots

CRUISING GROUNDS

Balearics

PRICES FROM

€90,000 per week





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SEA+I

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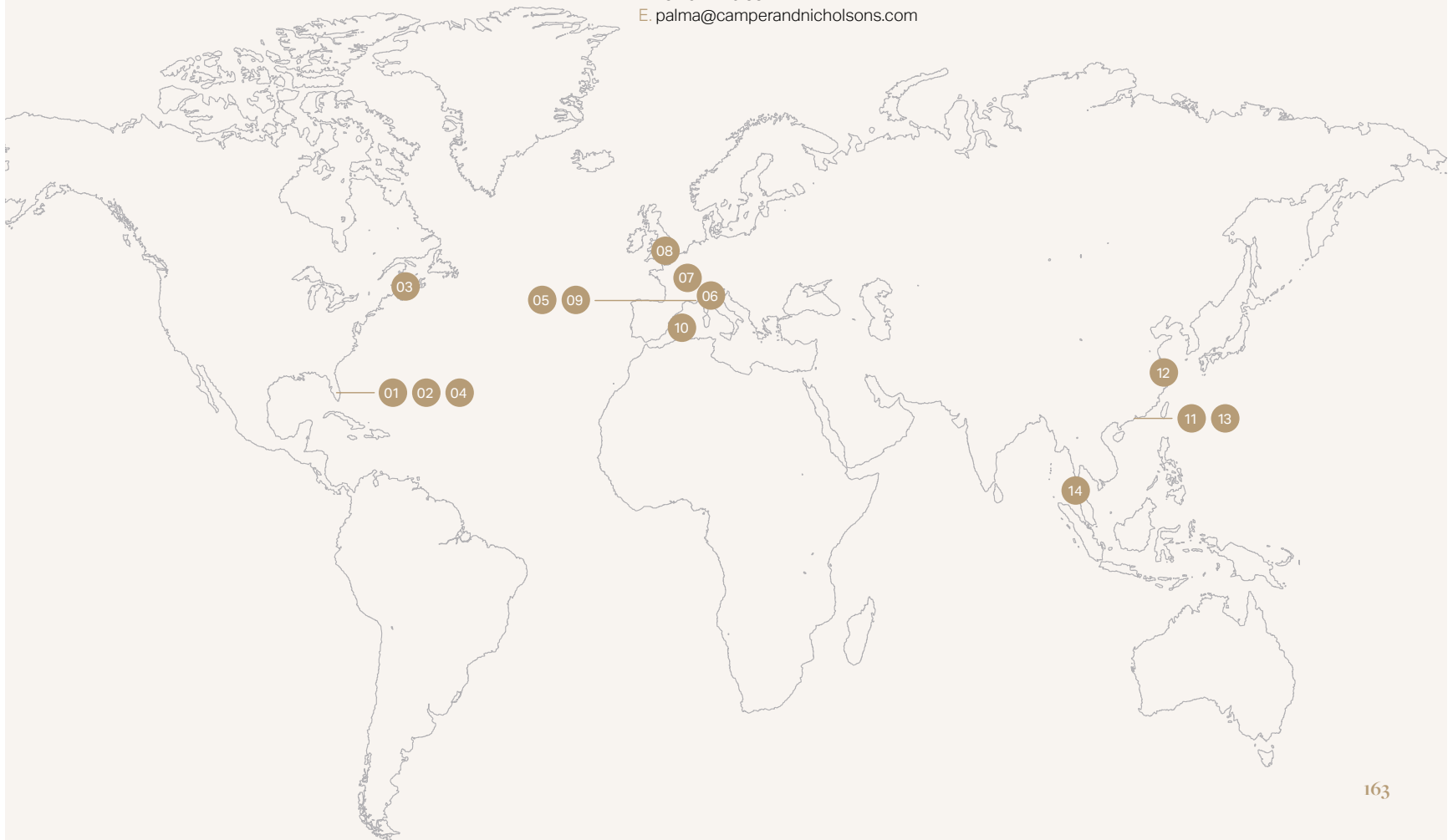
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