

SEA+I

ISSUE 42



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SEA+I

FOREWORD

Throughout our history,
challenges have come and gone
and we still come out stronger.

Camper & Nicholsons history goes back over 250 years, surviving and adapting as we're confronted with a variety of ups and downs. It comes as no surprise, that during these exceptional times, we continue to evolve and emerge with even stronger foundations.

Our philosophy, since our inception, has always been to analyse every situation we're faced with and identify how we can benefit or learn from it. This scenario is no different. We stick to our roots, by recognising history and heritage within our industry, such as lifting spirits by celebrating the 120-year anniversary of Black Swan. A wondrous feat accomplished by a truly stunning yacht.



IMAGE Sea Huntress with her two tenders.

It has now become more important than ever before to diversify one's finances in order to safely sail through the unpredictable gusting winds of the pandemic – a focus within our financial section. We take a general look at the yachting industry and how we are finding ways to adapt through technological innovations accomplished by our ingenious in-house tech team. Not to mention the clever new designs making waves in the industry which has now become a must-have for all new owners – the indispensable beach club!

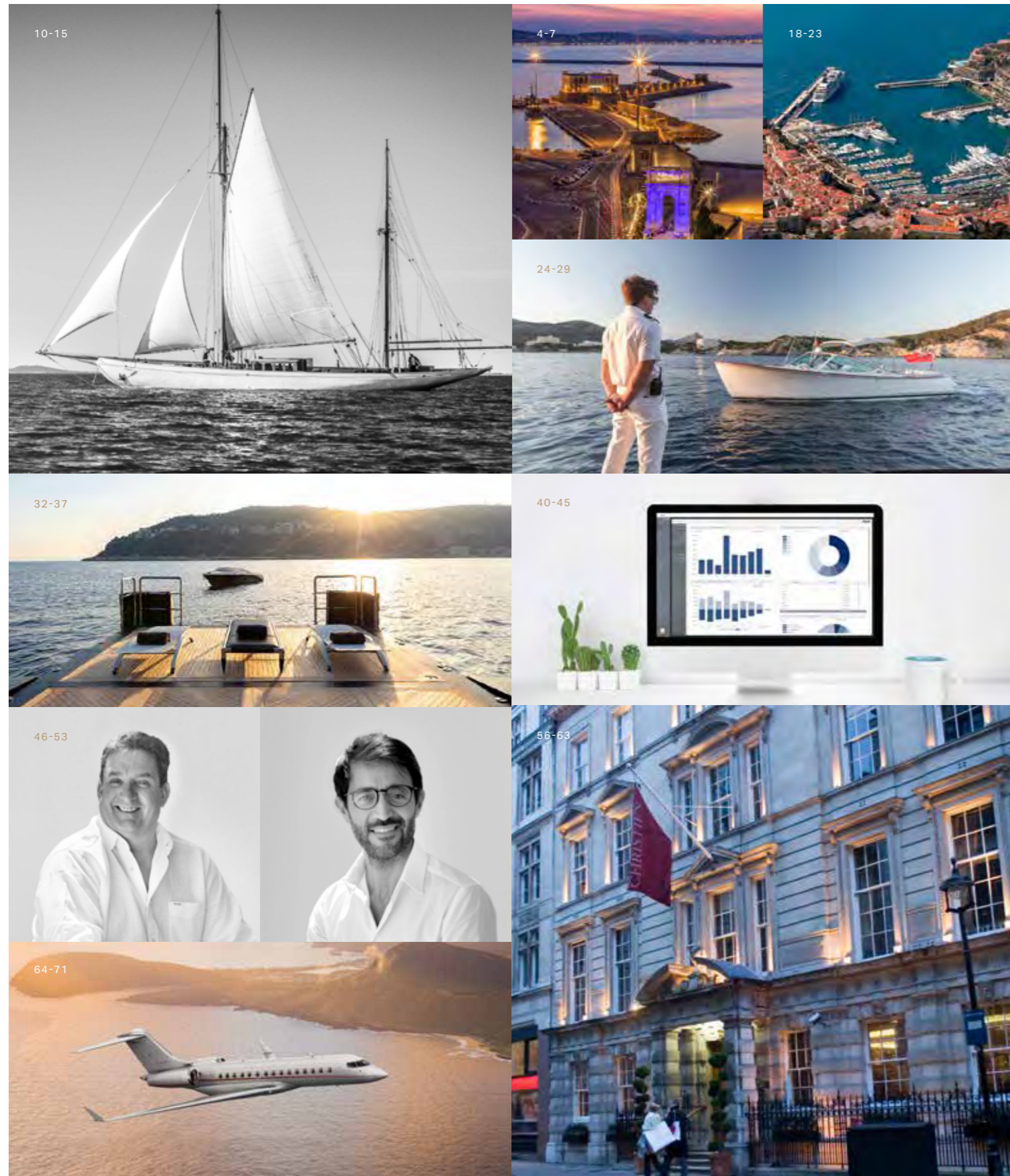
The charter and brokerage side of the industry has of course come face to face with challenges. Our teams, however, constantly rise to the occasion and find innovative ways to adapt, evolve and better cater to our clients' needs. With all eyes on the USA at the moment, we also take a deeper look at the US market in this issue of Sea & I.

We are currently living in exceptional times, but this is when industry leaders further strengthen their position, thanks to the dedication of the staff, the crew and the owners. A synergy and a will from all parties involved is necessary to overcome the challenges and become stronger. Tomorrow will come, and we will be ready.



Paolo Casani
Chief Executive Officer

Unrivalled *knowledge*. Unbeatable *experience*.



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INTRODUCTION

One on One with Martin Redmayne & Paolo Casani

WRITTEN BY ALEXANDER SOUABNI

Considering Paolo Casani's background as a pioneer within the yachting industry, it is no surprise to find him visiting shipyards in Ancona, Italy, ensuring Camper & Nicholsons new build projects are sticking to their schedule. Martin Redmayne catches up with him, as they discuss the general evolution of brokerage through the next generations in this One on One feature.

REDMAYNE So, you're visiting shipyards at the moment, is this part of your current process at Camper & Nicholsons?

CASANI For us, it's incredibly important to be in the field as much as possible. It helps us get a clearer idea of the overall progress of a new build project and align on timelines more effectively. Moving forward I will be more and more present in the field, travel permitting of course.

REDMAYNE Considering the rising numbers of millionaires in the world today, there is a huge potential marketplace for the yachting industry. In 2020, the numbers are showing that more yachts were sold than in 2019. However, usually, there only seems to be an average of around 200 yachts sold every year. Why do you think that is and how can we improve on that?

CASANI Well that's the billion-dollar question, isn't it! When I joined this industry 15 years ago, I felt that the approach to the market was very far behind, in that it didn't follow the evolution of the market.

This is of course in general, many aspects of the industry have adapted, it's not too different from 20 to 30 years ago. This is why we're having trouble penetrating the current market. Therefore, a new approach and new vision are crucial to overcoming this issue. As a company we approach the brokerage market as a team to respond to requests of the market and not as individuals.

REDMAYNE I agree and to touch upon that individualistic approach a bit further, the individual is driven by the end goal of a reward for selling a boat. That is very much part of the focus of the brokerage market, where it's about one deal at a time. As an industry, we've got to look at how to grow the market with multiple deals, bringing more clients into the market. But for you, are there things that we can do better to entice new clients into the yachting market? There's been a lot of conversation about the fact that the pandemic has opened up the market to more people, in that yachting gives a sense of safe haven. Is this our opportunity? Our time?

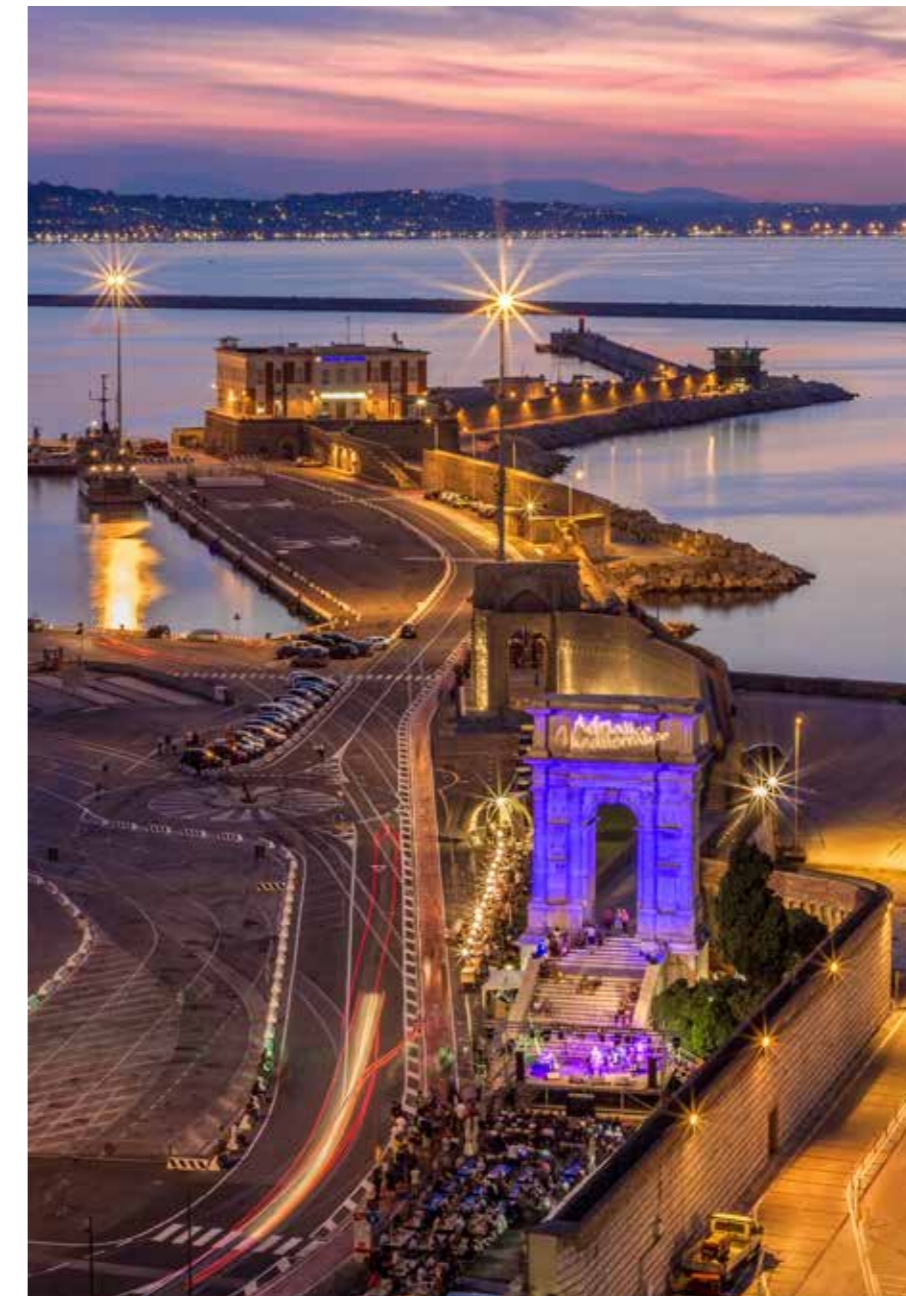


IMAGE The industrial commercial port in Ancona, Italy.



We have seven divisions providing luxury services to the market, services that cater to all our clients' needs.

CASANI Of course, this is a great opportunity for the industry. However, we feel that this isn't a disruption, it is most likely accelerating the evolution of the industry, but not changing its direction. Before, our brokers were dealing directly with the owners, now they deal with wealth management professionals. This means that as a broker, you have to approach the wealth management professional as a company, with legal compliance, financials, marketing all crucial to complete a deal. Therefore, it's a combination of different competencies that a company can bring to the table to secure a deal. Having this combination allows for a more direct approach and response to today's market. This is what we've been doing at Camper & Nicholson's. We have seven divisions providing luxury services to the market, services that cater to all our clients' requests.

REDMAYNE This year, we have seen the cancellation of a number of boat shows, which doesn't seem to have impacted the number of yachts sold overall. In your opinion, how important are boat shows for the industry and are they still sophisticated and interesting enough to entice new customers to the industry?

CASANI Boat shows are of course important to the industry but after discussing with clients at the end of the day and asking them about the yachts they have visited, some of them may become confused having seen so many. There definitely needs to be an evolution with events within the industry. This should be addressed as an industry issue and needs to be a general analysis on what we can do better or differently in order to appeal to a more general market.

REDMAYNE Touching upon that then, let's go back quickly to the topic of frustrations, what have you come across that we really need to focus in on and change?

CASANI As previously mentioned, the individualism within the industry is a problem. Associations and communities coming together in the interest of the many should be the way forward. There are some associations, like LYBRA and SYBAss, who represent different parts of the industry, but there is no overarching association looking out for all the stakeholders, both brokers and superyacht builders alike, within the industry. Should it be one comprehensive association or two that work closely together, I'm not sure, but more discourse is definitely needed.

REDMAYNE Now, with regards to the future. What are your expectations moving forward?"

CASANI We're very positive for the future. We have embraced a strategy, in the last couple of years, of improving the digital ecosystem of Camper & Nicholson's. We acquired a tech company and successfully incorporated it within our group. We now have our own in-house tech team, complementing our other in-house departments, from brokerage to yacht management. From our analysis, this is what our clients want. We are, however, constantly tweaking our approach to a new business model, but we feel optimistic that we are going in the right direction.

IMAGE Guest enjoys the sumptuous beach club of Twizzle.



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SECTION 1

HERITAGE

HERITAGE

Celebrating 120 years
of Black Swan

10



HERITAGE

Celebrating 120 years of Black Swan

WRITTEN BY WILLIAM COLLIER

Charles E. Nicholson was brought up in Gosport where Camper & Nicholsons and the yachting businesses that surrounded it dominated much of the town. The Nicholsons were a large family and young Charles was never intended to be a yacht designer. Instead his father had him earmarked to be a salesman for the yard which was to depend on external designers for its yacht building.

Inevitably the young Charles messed about in boats and tried his hand at designing. In 1887 his first yacht *Lucifer* was built, and she impressed his father enough for him to speculatively build more of his son's designs. In 1889, Nicholson had his first commission for a racing yacht and with its success Nicholson developed a small following. Then in 1892 *Dacia* burst on to the yachting scene; Charles E. Nicholson's new creation beat all comers and made front page news when her owner sold her for twice what she had cost him, halfway through her first season.

IMAGE *Black Swan*



Nicholson had an enthusiastic patron and very soon after the build commenced, Calverly started looking at all the additional options to ensure that his yacht would be as fast as possible.

Orders for small racing yachts followed but the young Nicholson inevitably set his sights on building a large yacht and it took him time and effort to secure his first sizeable commission. In October 1898 he met John Selwin Calverly a former army officer and barrister with a large estate in Yorkshire. Preliminary designs were soon prepared and by early November Nicholson had secured the contract. The yacht was to be an all-rounder, not designed for racing but able to participate in the handicap classes. The significance of this was that Nicholson was unconstrained by any rating rule and able to design a yacht that truly reflected his ideas on yacht design. In Calverly, Nicholson had an enthusiastic patron and very soon after the build commenced, Calverly started looking at all the additional options to ensure that his yacht would be as fast as possible. The two men formed a powerful partnership.

By late March Calverly had settled on the name *Brynhild* and his new yacht was launched in May 1899. Calverly immediately took to racing and demonstrated that his yacht which had none of the excesses of the heavily canvassed extreme racing machines but was still a formidable competitor as well as an able cruiser. The Yachtsman, the leading yachting magazine of the day, commented that: '*Brynhild* is a vessel that everyone is compelled to admire, for she represents all that is best in the science of yacht designing and

building. Fit to go anywhere and do anything she has a remarkable turn of speed.' It was a high accolade for her young designer.

Sadly, Calverly's ownership was not to last and he passed away after just two seasons sailing. But such was her reputation that *Brynhild* was quickly acquired by Sir James Pender who continued championing her and ensured that her reputation as a race winner only grew. Within a few years Pender had so taken to racing that he sought an out and out racing yacht. This was a desire that would ultimately lead to him commissioning Charles E. Nicholson to design and build the 23 Metre Class *Brynhild II*. *Brynhild* had not only fulfilled Nicholson's desire to design his first large yacht but led directly to his joining the elite pre-World War I Big Class fleet.

With the advent of the First International or Metre Class rule *Brynhild's* racing days were over. She was sold to Italy and for four years was based in Genoa, the property of A. Cappellini. By 1912 she was back in Britain in the ownership of J. Frederick Schwann who cruised her for 10 years. In 1923 her next owner, Sidney Greer gave *Brynhild* her first engine and four years later sold her to Major A. W. Foster. It was H. S. Bomford who converted her from yawl to ketch after acquiring her in 1937 but he resold her the following year to Frederick J. McEvoy who gave her the name *Black Swan*.



IMAGES *Black Swan* and one of her first crew.



Immediately after World War II, *Black Swan* was acquired by Frenchman George Guérin who had her refitted at Camper & Nicholsons with Charles E. Nicholson's son John managing the work. Basing the yacht in Cannes, Guérin initially changed her name to *Changrilla* but perhaps becoming aware that this was no ordinary yacht to be renamed at a whim, soon reverted to *Black Swan*.

In 1958 Guérin sold the *Black Swan* to Mexico-based Turkish businessman Felix Mechoulam and this heralded a period of over 40 years in the Mechoulam family ownership. Frequently seen around Capri where Felix Mechoulam owned the Grand Hotel Quisisana *Black Swan's* rig was modernised and she lost her bowsprit. Nevertheless, she was extensively sailed until Felix's son Alain, carried out a major refit in Turkey in 1984-85. Although this ensured her immediate future, the quality of the work was poor and when he sought to sell her she did not survey well.

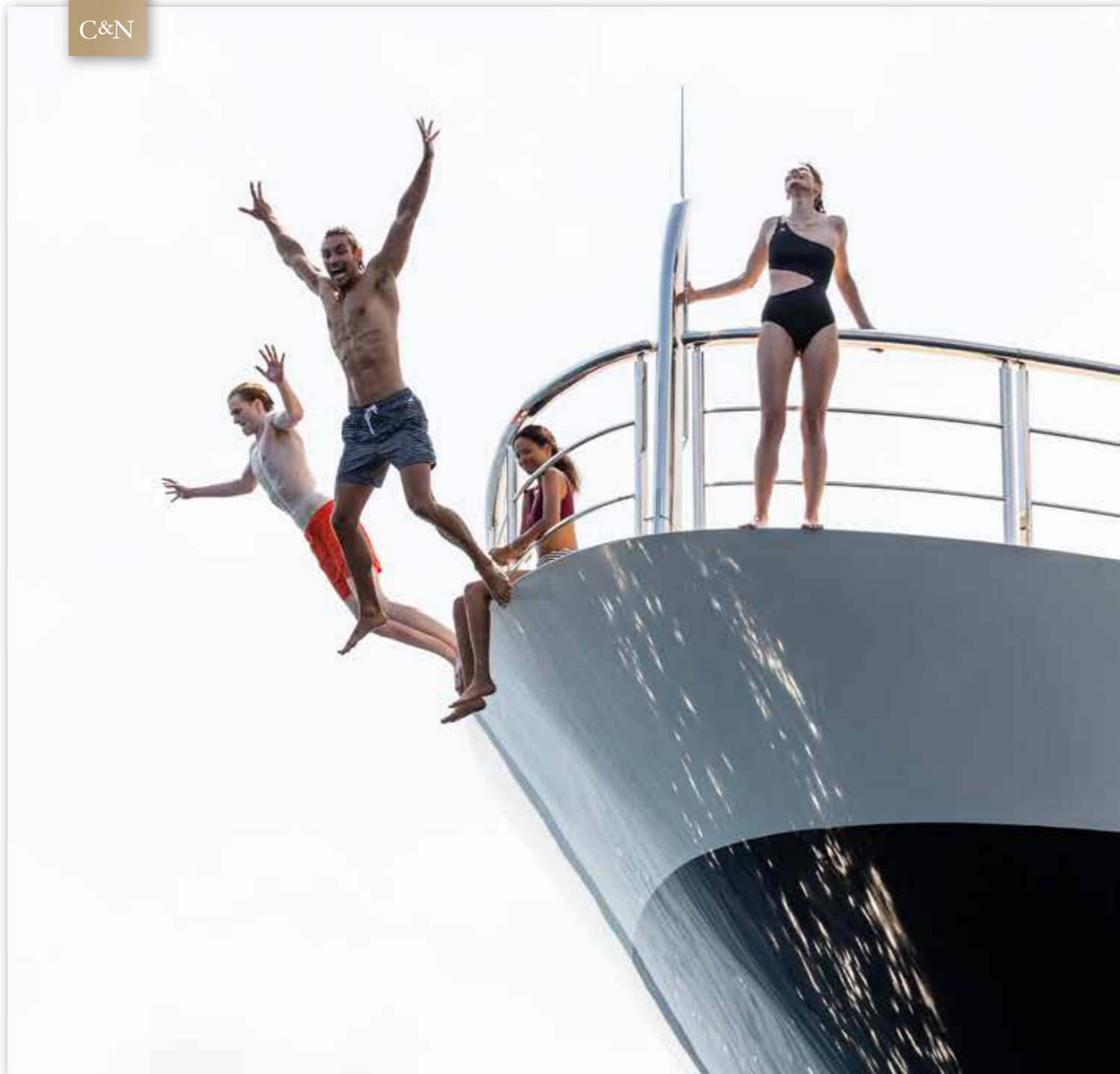
LEFT *Black Swan* during a regatta.
BELOW *Black Swan* in the port of St Tropez.

Eventually *Black Swan* found a new owner, Mr Satori in the early 1990s and underwent a significant refit at the famed Beconcini yard in La Spezia. It was at this time that she was restored to gaff rig albeit ketch and the current deckhouse was installed. Sadly, this period of investment did not last. Passing into the hands of fellow Italian Mr Matassena she was soon mired in financial troubles which resulted in her being seized by the bank and laid up ashore at Valdetaro yard in La Spezia from 2008 to 2015.

Enter Edouard Poullain, her current owner, who recognised *Black Swan* as the important classic she is. In his ownership, the years of neglect have been addressed. *Black Swan* is sailing again, available for charter and gracing the classic yacht gatherings of the Mediterranean. Over 120 years since her launch, the commission that gave Charles E. Nicholson one of the most important opportunities in his career survives, providing a visible starting point to the series of yachts both power and sail which make up the Nicholson legend.

Over 120 years since her launch, the commission that gave Charles E. Nicholson one of the most important opportunities in his career survives, providing a visible starting point to the series of yachts both power and sail which make up the Nicholson legend.





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SECTION 2

FINANCIAL

FINANCIAL

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investment

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FINANCIAL

In conversation with
Pauline Arroyo &
Andrew Charlier

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FINANCIAL

UBS: sustainable investment

WRITTEN BY TRISTAN RUTHERFORD

It's said that half of the world's billionaires bank with UBS. Many share concerns about food security and population growth. That's why the Swiss bank is pushing sustainable investments in markets as diverse as vertical farming and rainwater harvesting. Planning for the future makes sound business sense.

Technological advances used to be a once-in-a-lifetime event. Consider the steam engine. Within a generation, steam power had disrupted economies and converted sail into power. Or radio transmission. Pioneered by Italian inventor Guglielmo Marconi, commercial radio allowed ships to be tracked and global news to be broadcast in a flash. Marconi's 67m private yacht, *Elettra*, was a product of both innovations. From his steam-powered vessel he once sent an electrical impulse from Genoa, which illuminated a building in Sydney, 22,000km away.

World changing advances are now a yearly occurrence. Think fuel cells in vehicles and bioplastic for food vending. Or vegetable proteins and vertical farming. Most of these inventions share a single commonality. They are all sustainable investments that cater to a world that will, by 2050, consume 50% more food and water than today, while adding 2bn souls. Helping to feed, sustain and power our planet makes sound business sense.

Both Camper & Nicholsons and UBS have sailed on the crest of change since the Industrial Revolution. However, according to a series of reports by the Swiss bank, the Covid pandemic has accelerated an already evolving world.

Take the global art market, for which UBS acts as a frequent advisor. By interviewing 795 galleries from the United Kingdom, United States and Hong Kong, UBS found that online transactions had risen to 37% of galleries' total sales - a rise of 10% since 2019. Some 85% of the 360 collectors surveyed logged into art shows digitally. The Covid domino doesn't end there. The art industry's online embrace has fast-tracked price transparency, not a factor the market had hitherto promoted.

According to Agnes Falco, Country Head of UBS Monaco, some changes have been personal. "Let's imagine you are a single person living in New York," she says. "You may be wealthy but it calls into question whether you might want to live in a smaller hub. Places like Monaco may have benefitted from that." Covid has crystallised Falco's second statement. "After Covid there's a question of not wanting to be alone. People want to spend more time with their families or do the right thing by them." This includes creating family trusts, or investing time instead of capital. Falco poses a final, more upbeat, point. "Some clients tell us 'You know what, I have my life. There are things I'd still like to achieve.' These may be connected with the environment, food, ocean protection. All those things matter a lot."

IMAGE Monaco harbour



We are seeing private yachts becoming the ultimate destination from which to operate a business, host friends and meet in safety.

Camper & Nicholsons CEO Paolo Casani agrees. “The UBS reports concerning the future of food security, art, technology and other subjects were compelling,” he explains. “Our clients are also shifting their behavior towards safety, family and philanthropy. We are seeing private yachts becoming the ultimate destination from which to operate a business, host friends and meet in safety.” There is client crossover between Camper & Nicholsons and UBS, says Casani. The Swiss bank acts as wealth managers for half the world’s billionaires - many of them yacht owners - whose interests and desires are as dynamic as the economies they invest in.

Of course, UBS are familiar with the yacht industry and legacy planning. The bank also has the experience - derived from 900 chief investment officers across four corners of the world - to stay on top of markets while counselling on legacy, philanthropy, charitable trusts and sustainable investments. For Falco, the latter is a primary concern. “Sustainable investment has become our default position. Doing well at doing good is crucial”. According to UBS Investor Watch, 39% of the bank’s clients integrate environmental, social or corporate governance aims in their portfolios. They are investing for the future, in more ways than one.

Importantly, it’s a myth that sustainable investing doesn’t pay. According to 2,000 empirical studies cited by the bank, sustainable returns are comparable to conventional investments. Moreover, as the world changes, the most dynamic investments could offer higher yields. Falco mentions the example of surplus food app Too Good To Go. Helmed by Danish entrepreneur Mette Lykke, the platform connects individuals with stores and hotels like Sushi Shop and Accor. Too Good To Go’s customers have rescued 47m meals that would otherwise have been discarded as their sell-by dates loomed. It’s a win-win for both parties - and the environment. According to the UN, 30% of all globally produced food is wasted, at a purely economic cost of €1tr per year.

UBS has the scope to spotlight dozens of sustainable pioneers with its UBS Global Visionaries programme. They herald technologies as diverse as drone delivery and rainwater harvestings. Like Dutch recycling giant Renewi. The Amsterdam-based firm sorts discarded items into waste streams, then creates and sells its own products from each. It also operates ‘closed loop’ deals with manufacturers like Philips, producing a vacuum cleaner using 36% recycled plastic from discarded Philips vacuums.



IMAGE How business is done today on *Tranquility*.



“Monaco is small so we can build those connectives here,” she says. “The topics people discuss when they meet together are how are you, where have you been and what are you investing in.”

The Swiss bank also has connections to partner smaller enterprises. Like greentech star Notpla. The award-winning company aims to swap plastic sauce sachets, of which 885bn are discarded every year, with ones made from seaweed - which is abundant, fast-growing and sequesters CO2 emissions. The sachets, containing anything from tomato ketchup to Caesar salad sauce, have been trialled with food delivery firm Just Eat.

Falco's base in Monaco offers her the best vantage point to understand an investment evolution. Furthermore, the Principality's youngest and first female CEO is used to breaking down barriers in order to better understand clients. “Monaco is small so we can build those connectives here,” she says. “The topics people discuss when they meet together are how are you, where have you been and what are you investing in.”

According to the World Bank, Monaco has the world's highest GDP per capita. Plus the world's highest life expectancy, as quoted by CBS. Some residents might benefit from the Fourth Industrial Revolution - that of technological advantage - where experience, not age, are keys to success. UBS studies highlight growing markets like health tech (fitness monitoring and AI ailment prediction) and telemedicine (where medical advice is delivered digitally). Better health, and less travel, equated to more leisure time and less emissions. These businesses are simply following customer leads.

As more millennials enter the marketplace (the cohort now make up 40% of global population according to UBS) it's envisioned that tech will mix with mindful purchasing, growing the sustainable investment base further. Millennials, for example, might be the first generation to go mainstream on plant-based proteins, or 'faux meat'. According to UBS data, they are six times more likely than over-55s to order their vegan burger online. Although, one day soon, their Just Eat 'delivery guy' might be a robot.

Whatever the economic current, Falco's Monaco bureau offers a safe haven to discuss investment choice. The UBS Monaco CEO is particularly inspired by Dr Sylvia Earle, National Geographic's explorer-in-residence. “Sylvia single handedly set up our system of maritime reserves,” explains Camper & Nicholsons CEO Paolo Casani, who partners with Dr Earle. “She also uses business sense to convince governments that sustaining the oceans is more profitable than short term extraction.” The fact that Dr Earle is still scuba diving at the tender age of 85 proves there's opportunity for us all.

IMAGE Front Entrance of the UBS Bank Building in Monaco.

FINANCIAL

In conversation with Pauline Arroyo & Andrew Charlier from HFW law firm

WRITTEN BY ALEXANDER SOUABNI

The current climate has left us all with quite a complex set of uncertainties from both a social and professional perspective. Will we be able to visit our friends and families? Can we go to our favourite restaurant and enjoy our favourite meal? What is going to happen to the yachting market with these new restrictions? What are the potential implications on tax and customs regulations?

Fear not! We are here to help, well, with regards to the last two questions anyway. We have been on the case and have had a conversation (remotely, of course) with Pauline Arroyo and Andrew Charlier, both partners at HFW, a law firm with offices across the globe, renowned for its yacht practice (www.hfwyachts.com).

We start off our conversation by getting straight into the nitty gritty: the 70% rule (70% of charter trips outside French waters).

For Pauline Arroyo, there are two crucial timespans to keep in mind: the arduous lockdown period and the promising "deconfinement" period. She elaborates, "During lockdown, it was possible for yacht owners to invoke a *force majeure* event, which the French Customs would usually accept considering the situation. However, during the period straight after lockdown, it is less a *force majeure* event since yachts can move around more freely." A clear statement to keep in mind. Moving forward, the 70% rule, since the end of lockdown, will have to be respected and taken into consideration.

We continue down this road and delve deeper into crucial pitfalls that owners should strive to avoid. "Although it might be difficult to charter your

yacht out, we strongly advise that you refrain from increasing your usage ratio as the owner. This might not sit well with the French Customs from the perspective of assessing the commercial status of the yacht." Arroyo continues, "since this seems to be, at least for now, an ongoing situation, another mistake would be to stop advertising your yacht for charter. Doing this might also lead French Customs to call your commercial activity into question."

These are a couple of flags that you, as the owner, should avoid raising. Of course, the responsibility is considerable, but that is where Professional Yacht Managers come in and assist in shouldering the pressure of this particular conundrum. Some yachts, understandably, try to find their own way around these restrictions, but, as Andrew Charlier explains, French Customs are very much on the ball. "Over the summer, for example, we heard of a captain who was controlled with regards to his logs and the 70% rule. Under a certain amount of pressure, he had created rather tenuously artificial type charters." He continues, "It didn't take long for Customs to determine the actual use of the yacht". A particularly diligent French Customs investigation will effectively unfurl any alternative plans an owner might have, so it is important to keep this in mind.

IMAGE Stunning blue waters of Capri, Italy



Pauline Arroyo is a partner based in HFW's Paris office. With a broad experience in yacht-related VAT and customs matters, she advises on EU and French VAT and customs issues in all types of yacht transactions and assists owners and yacht managers in relation to customs controls and litigation in France.



Andrew Charlier is co-head of HFW's yacht team and a partner in the firm's Monaco office. He specialises in yacht purchase and sale, construction and finance, with 30 years' experience of representing owners on all aspects of the yachting industry. He also assists clients with the sale, purchase and ownership of private jets.



IMAGE Crew member from *Callisto* waiting for tender to dock.

“Even if your yacht is under the temporary admission regime, we would still advise to file a formal declaration if a formal declaration was filed upon the yacht’s entry in EU waters.”

Of course, it’s not only the 70% rule and charter restrictions that owners need to worry about. Export declarations for certain non-EU yachts leaving EU waters can also cause concern. Arroyo begins, “One thing that needs to be highlighted before going into this topic is the importance of clarity. More specifically, clarity on a yacht’s status is key in this situation. If the yacht has been formally imported into the EU or released for free circulation, then it will need to be formally exported also. You can’t have one without the other! All procedures must be formalised. When exporting a yacht, crossing into non-EU waters does not suffice, it needs to be formally declared.” Questioned about whether the situation is different if the yacht is under temporary admission, Arroyo simply answers, “Even if your yacht is under the temporary admission regime, we would still advise to file a formal declaration if a formal declaration was filed upon the yacht’s entry in EU waters. It’s the safest and surest way to ensure that there are no questions on the length of the yacht’s stay in the EU”

Charlier provides some examples. “Let’s consider a sale and purchase example. Take a yacht that has free circulation within the EU, i.e. has been imported or released for free circulation, but whose sale will be completed in international waters. At this point, it is crucial for all involved parties to ensure that the seller has filed an export declaration, prior to the sale taking

place.” This applies to a sale and purchase procedure, but interestingly, Charlier continues with another example which catches out a lot of owners. “Let’s take a general cruising example, a very common situation actually, where a yacht comes over from the US to sail across the Mediterranean for the summer. After the season ends, if the yacht heads back to the US, without clearing customs status, the owner can be in considerable trouble. These are the sort of issues that a reputable yacht management company, like Camper & Nicholsons, will ensure are handled correctly”.

A very nice nod there as we move on to the temporary admission regime, a process that includes crucial elements that have to be kept front of mind at all times. Arroyo explains, “First and foremost with this regime, the owner of the yacht must be a non-EU resident, and the users must also be non-EU residents. Therefore, you must be able to prove at all times, through your logbooks, that the yacht was only used by non-EU residents. Of course, EU residents are allowed on board as guests when used by a non-EU resident.” But that’s not all, she continues, “Under this regime, the yacht must leave EU waters every 18 months. Again, proof is needed in the form of your logbooks.” Of course, this responsibility is shared with the captain as Arroyo explains, “the captain should also be aware of the requirements under the temporary admission regime.”

In order to enforce the temporary admission regime, like for the 70% rule, the French Customs are incredibly diligent about the above-mentioned criteria. They are very detail-orientated, as Charlier explains, “Any sort of doubt the Customs have as to whether the owner or the main user is truly a non-EU resident, they will investigate. If they find that the owner has their main residence outside the EU, yet still has strong ties to the EU, like children are at school in London, business interests in Frankfurt, or houses in the South of France, the criteria for this particular regime might not be met.” Considering a lot of owners’ desire for privacy, the French Customs’ actions such as coming aboard the yacht checking logbooks along with a detailed look at EU ties might be considerably intrusive, and therefore, Charlier points out that many owners prefer to simply pay the VAT to avoid such an invasion of privacy.

Which is a great segue into the all-important VAT status of a yacht and the schemes and procedures available to yacht owners.

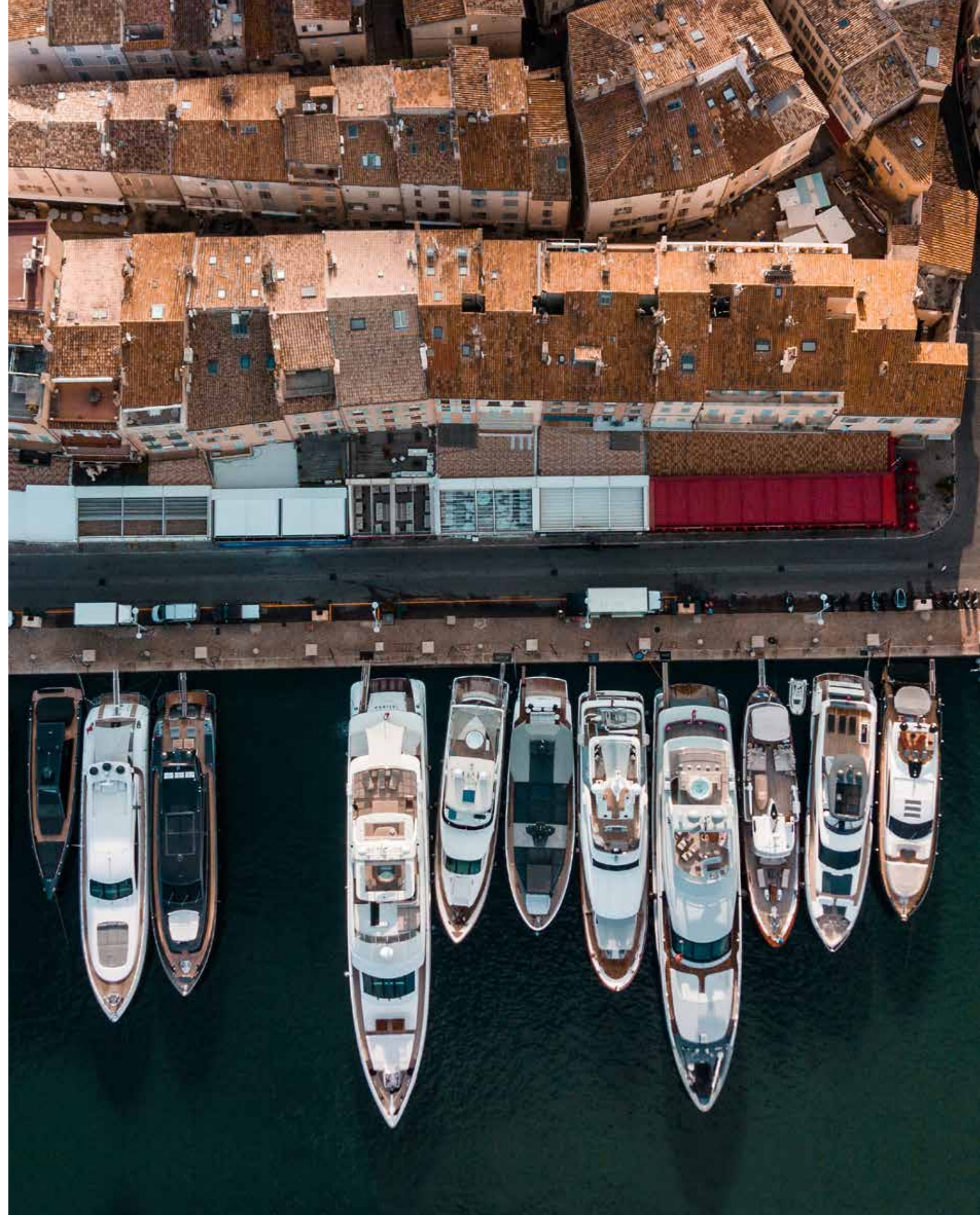
We begin by delving deeper into the leasing schemes and the reverse charge procedure. Of course, there are many different procedures that owners can take advantage of, and each has its own requirements depending on how the yacht will be used. Arroyo begins by stating, “If your yacht is under commercial use, then you have the choice between a French commercial exemption, which has the requirement of the 70% rule, or the reverse charge mechanism which does not.” Quizzed further on the reverse charge mechanism, Arroyo continues, “in practice, you declare VAT upon importation of the yacht, and you immediately reclaim it in your tax filing. This way, you pay VAT without any monetary flow. Through this mechanism, your yacht will be exempt from the 70% rule since the VAT will be paid.”

When looking at purchasing a yacht, whether it has VAT paid status or not is an essential consideration. Arroyo jumps in with more clarifications that are needed, stating “If the yacht has a VAT paid status, it is the buyer’s responsibility to clarify how the VAT was paid. Was it through the reverse charge mechanism or a leasing scheme? Not knowing or understanding the process can create issues. Buyers also have to check if the status has been maintained at all times.” Arroyo continues with an example, “Let’s say the yacht you’re looking to buy was purchased ten years ago and was VAT paid at the time. How do you know what has happened or where the yacht has been during those ten years? The yacht could have left EU waters for more than three years, for example. Potential buyers need to be very diligent in this scenario to ensure the VAT paid status has been maintained.” When asked how best potential buyers could resolve this, Arroyo advises “One method can be warranties or declarations within the sale and purchase agreement to ensure the VAT status was preserved.”

Charlier adds an additional situation that potential buyers should keep in mind. “Depending on where the sale takes place, it can trigger VAT on the sale.” He elaborates, “There’s a distinction between a yacht being sold in port or in international waters. A sale in international waters is intended to be outside of EU VAT, but a yacht sold in port opens itself to potential VAT liability depending on the circumstances.”

It is safe to say that the intricacies of VAT and Customs law remain but, hopefully, thanks to this conversation with Pauline Arroyo and Andrew Charlier, a light has been shone on some of the solutions available to current and future yacht owners.

IMAGE Yachts lined up in the port of St. Tropez





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SECTION 3

YACHT DESIGNERS

YACHT DESIGNERS

The evolution
of the Beach Club

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A wide-angle photograph of a yacht's deck at sunset. The deck is made of light-colored teak planking and features three lounge chairs with dark cushions. In the background, a smaller motorboat is visible on the water, and a hillside with buildings is silhouetted against the setting sun. The sky is a mix of blue and orange.

YACHT DESIGNERS

THE EVOLUTION OF THE BEACH CLUB

WRITTEN BY MARTIN REDMAYNE

I had a recent debate with a designer where we agreed that many designs tend to look the same and for some, the concepts and projects presented to the market, can be a little bit predictable and boring. Another conversation, a few years ago, suggested that there are no or very few trends in yachting or yacht design.



I started to look across the market and soon found a variety of designs, concepts and projects that seemed to have embraced the next generation of Beach Clubs

Thinking back over time, I suppose there's some truth in this and many yachts do all look the same, there are some exceptions, but typically you can see repetition and common styles to all exterior elements of today's yachts. If you know what you're looking at, you may see nuances, or you may see a new idea that appears on all yachts, like the recent emergence of beach clubs, where every project had to have one, but it's hard to pinpoint where the idea or trend started.

About four years ago I remember being hugely impressed by the aft deck of the 84m *MY Savannah* from Feadship. Yes, the rest of the yacht had a wow factor and was a technical marvel, but the thing that stuck in my mind was the huge lateral space from just above the water line, connecting the water, the beach club and the open aft deck, in a seamless flow into the main accommodation. Perhaps this was a trend in the making?

This summer in Greece, while at anchor off a small island, I watched the bay fill with a few yachts of varying shapes and sizes, but mainly the arrival of a Pershing and Sanlorenzo in the 30m range who moored stern to the island, with crew members taking long shore-lines to anchor themselves to trees or rocks. Once secured perpendicular to the land, the crew unloaded toys and gadgets and the children on board would climb down the stairs to jump in the

water, while the parents sat on the main aft deck, completely disconnected to the bathing platform and partial beach club.

It made me think of a great story about a beach club on a 100m plus yacht, where the owner got so frustrated when sitting so far aft from his suite on the upper deck, some distance and time from his personal possessions that he decided to reconfigure the layout so he was closer to the water while in his expansive cabin. So, the point is, the designers in our industry have to really look closely and listen carefully to how guests actually use the spaces on board, rather than build cookie cutter GA's with multiple dining rooms and lounging areas that may rarely get used.

This brings me on to my excitement when I recently visited Porto Fino to see the latest Benetti 40m *Oasis* tied stern to, with a wonderful aft deck terrace that in parts resembled a junior version of the majestic *MY Savannah*. A week later in Genoa, I stepped on board the latest *Sanlorenzo X112*, again with a similar aft deck terrace, where the interior and exterior were laterally connected in the way a cool apartment is, but this time with the stunning sea at the end of the platform. I started to look across the market and soon found a variety of designs, concepts and projects that seemed to have embraced the next generation of beach clubs, with many designers and shipyards capitalising on this new seamless real estate.

IMAGES FROM TOP 42m *E-Volution*. 40m *Oasis* from Benetti Yachts. *Sanlorenzo Spa*.

In some ways, this trend, may have been inspired by *MY Savannah*, but more than likely it's a logical and evolutionary way of taking owners and guests closer to the water and not having these disconnects between deck and beach club. I suppose it's not dissimilar to living on a sailing yacht, a lifestyle that for many years has always created, in my opinion, the happiest owners.

Now let's consider the way in which yachts are used across the market in the 35 – 45m semi-custom size range. It's highly unlikely that they are built for long-range ocean-going passages or to explore remote locations, but more to make headway in fine weather, when guests are on board and find the calm, quiet, sheltered bay to have a few days of family time. This cool concept of connecting the interior to the exterior in a long lateral flow, with ease of access to the water and all family members able to communicate on one level, makes so much sense. If you consider the myriad of bays and islands across the Mediterranean, from Bodrum to Ibiza, it is easy to consider that this new generation of yachts with aft deck terraces will become the new norm, as they will form a network of private mobile villas on the water.

If you've ever laid on the pads of an upper sun deck of a 35m semi-custom yacht relaxing in your private bay, when a larger yacht, or high-speed day boat or a fast ferry has passed by some miles away, the wake or wave created by these unwanted passers-by, can certainly test the rock and roll motion of these pocket superyachts. Drinks get spilt, you hold on to the red-hot stainless handrails and you feel a little unstable, which can result in a desire to move to a more stable location. This combined with the fact that in the height of summer, how long can the human

flesh withstand the full force of the sun on this white reflective upper deck area, so again, guests retire to more shaded and protected areas. So, I applaud this design trend of connected lateral living from inside out, with a deck terrace that allows you to relax inside, outside and on the lower deck level next to water, where it's easy to just dive into the pristine blue to cool down. It will also have huge benefits when you want to step on board your tender or have guests pull up from a neighbouring yacht.

Upper deck areas have often been associated with privacy and the ability to escape prying eyes, paparazzi and crew, but perhaps what happens on the upper deck, should in fact stay private. But for the family who wants to stay together and enjoy this connection with the sea and each other, I'm a huge fan of the *Savannah* aft deck terrace, it makes so much sense and, in my opinion, reflects the way in which people live together in a villa, but this time directly on the water.

There are one or two questions or concerns to be considered. On long passages from bay to bay, you will need to keep an eye on anyone sitting or walking on this aft deck, or it becomes out of bounds when under way. When berthed stern-to in a marina, your living spaces become a social experiment, where anyone ashore can see what's on TV or for supper. But on the whole, if you've got nothing to hide and you have a good safety culture with your friends and family, this extended after deck configuration is a huge bonus to the way you should enjoy your yacht, in a quiet bay with your friends and family close to the water, all connected on one intelligent deck level. It makes so much sense.



IMAGE Super yacht *Savannah*.



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If a luxury vessel is due to sail into the market, Camper & Nicholson's new build division will know about it. From Italy to Holland, from China to Vietnam, our global team operates in 21 different languages to appraise and report on a manifold selection of opportunities. New builds also allow an owner to stamp their mark on a dream purchase, be it with swim platforms, sportfishing racks or an outdoor movie cinema.

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SECTION 4

SAILING NEW SERVICES

YARS & FAST FLEET

Camper & Nicholson's latest
software and tech gives full
transparency to clients

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IN CONVERSATION WITH

Fernando Nicholson
& Tommaso Bilotta

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YARS AND YACHTSEEKER

Camper & Nicholsons latest software and tech gives full transparency to clients

WRITTEN BY ALEXANDER SOUABNI

As we all know, we are spending more and more time online. It has become the norm, especially considering the ongoing global situation. Through a variety of online platforms, we are able to manage everything from our weekly grocery shopping to our “treat yourself” online shopping sprees. Managing your bank accounts and property management have become more important than ever within the digital landscape, so why shouldn’t this expand to yacht management too? This is what Camper & Nicholsons latest software offerings seek to address.

Our mission at Camper & Nicholsons has always been to lead the way in technological innovations. Following a deep analysis of the market, we have understood that the most important factor to our clients is – transparency. A critical component that is kept at the forefront of all products and software we are currently developing, combined with a general improvement of our client experience. Two notable Camper & Nicholsons proprietary products are YARS and Yachtseeker, both designed for a specific purpose within the yachting industry.

IMAGE Super yacht *Silver Angel*.



Yacht Accounting & Reporting Software (YARS)

YARS was developed over the course of 6 months from December 2019 to June 2020 with a full launch in the same month. The quick turnaround from briefing phase to the launch, underlines the importance of such a product within the industry. This was a joint effort between our in-house tech team, led by Giovanni Alessi Anghini and our yacht management team led by Marianne Danissen. YARS was developed by combining the technical know-how along with a deep understanding of client needs.

Traditionally, yachting companies use third-party software providers which aren't designed for the yachting industry and even less for the complexities and layers of managing yachts and superyachts, including their accounts. They end up having limited control over data but fine tuning the third-party software is possible; however, this is a very intensive, time consuming procedure, working directly with the provider.

YARS, on the other hand, caters specifically to the yachting industry and yacht management. Since it is proprietary to Camper & Nicholson's, the software and its interface is easily implemented and customisable for each of our clients, depending on their preferences and needs. In terms of security, YARS ensures that data is held securely in house, on Camper & Nicholson's server, rather than on the server of a third party software company. Finally, as mentioned previously, YARS gives our clients full transparency from how much they have in their account to where the money is spent. It is all there, accessible at all times in real-time. An incredibly uncommon feat within the yachting industry.

Developed from the bottom up with a wide selection of stakeholders, including our in-house software engineers, our yacht management team, owners' representatives and captains, YARS' primary focus is improving owner and client experience. Interestingly, it has also improved our yacht management's team efficiency. Superyachts with complex accounting and more than fifty crew members for example, are now considerably easier to manage through this specially designed interface which optimises the workflow.

These complexities are highlighted even more through the traditional way of account management via third-party software. It leaves the company open to human error or omission, which then snowballs into more considerable issues ending with client frustration. Many companies have teams of people created purely to consolidate all the accounting information, YARS alleviates this pressure with an easy interface designed to seamlessly keep track of income and outgoings. As well as delivering an overall analysis of the yacht accounts.

The value of such software can only be evaluated through our client's feedback. YARS has already had a strong positive impact with our client base. The ease of use and the transparency has monumentally paved the way for positive feedback. We have also noticed that our clients enjoy spending time using the instinctive interface and playfully trying different layouts according to their needs. "Playful" and "interface" are terms rarely used in conjunction in the field of accounting and reporting.

IMAGE YARS dashboard example.

Yachtseeker

Currently still in its initial stages of development, Yachtseeker is similarly being created to alleviate and resolve fundamental inefficiencies within the yachting industry, more specifically in the yacht charter market.

Usually when a potential client wants to book a yacht charter holiday, they need to go through a variety of hoops in order to get confirmation. It's a process with many steps, like contacting the yacht charter broker, selecting the yachts available, checking with the captains, signing the contracts and waivers, paying a deposit and so on... Yachtseeker's aim is to reduce those steps to just one, all within the same platform. A process which can sometimes take a few days, can now be done in the space of an hour. Through Yachtseeker, yacht availabilities are consolidated on one platform with all details needed, contracts can be signed digitally and the payment process is safe with the application of KYC (Know Your Client). This is an extra layer of service we provide which is not directly linked to the payment gateway.

The idea grew from a simple observation that the easier it is to book yacht charters, the more likely we

are to get bookings. Yachtseeker was also developed in order to facilitate yacht charter bookings through partner websites such as hotels and concierge services. Traditionally, if a guest at a hotel wanted to book a yacht charter, they'd call the concierge who would in turn contact the yacht charter agency and so on. Yachtseeker is an efficient alternative, with its stand-alone interface. Independent from Camper & Nicholsons website, it can be integrated into any website seamlessly and white-labelled.

Yachtseeker is still in its initial stages of development with promising results so far and will be launched in time for the summer season.

Camper & Nicholsons, being the oldest yachting company in the world, is taking full advantage of the current global situation to focus on differentiating their offerings. YARS and Yachtseeker are proprietary technological advancements targeted at alleviating the complexities of yacht management and charter for the benefit of our clients.

IMAGE Sunbathing on the expansive deck of *Tranquility*.



IN CONVERSATION WITH...

Fernando Nicholson & Tommaso Bilotta

WRITTEN BY TRISTAN RUTHERFORD

Americans are buying European yachts in ever greater numbers. Little wonder, as the latest Italian and German boats come with beach clubs, balconies and big picture windows. Florida's leading brokers, Fernando Nicholson and Tommaso Bilotta, highlight another trend. It's for sunshine, security and safety - combined in one sumptuous yacht.

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

BILOTTA Right now the US yacht market is booming. Covid has accelerated an industry that was already moving fast. As in Europe, there are several reasons why. There's a trend of feeling secure on a boat. Backed by another current that says "why don't we realise this once-in-a-lifetime dream right now?"

NICHOLSON There's another uniquely American angle. I have seen very wealthy people - some clients, some friends - moving to Florida from big cities like New York and Chicago. They used to relocate for sunshine. Now their desire is for safety and security. And what sits at the end of their beautiful new Florida home? A dock, from which they could escape during another crisis. Some have already sailed away, telling me: "What the heck, I didn't want to be close to my house for the next three months".

BILOTTA The American market is certainly flourishing. But you need credibility to succeed. It helps that I'm an Italian, marketing European yachts. I grew up on Lago d'Iseo near Milan, where Riva Yachts started business in 1842. I started working here before switching to Benetti. Because Riva and Benetti belong to the wider Italian groups of Ferretti (which owns CRN and Pershing) and Azimut-

Benetti, it gives you a wide-ranging education in yacht construction. As a broker, if you are unable to describe the exact difference between each model at every shipyard, you won't survive long!

NICHOLSON Having worked in American yacht brokerage since 1994 I can second Tommaso's point. Here there is a real understanding of brands, and what they offer in terms of quality and luxury. Backed with their broker's knowledge, clients want to feel assured that they are "buying the best". Let me give you an example. At Feadship their most important clients are, and always have been, Americans. Why? Because they understand a marque of reliability and trust.

BILOTTA All these factors lead to a surprising point. North American buyers currently purchase a quarter of all newly built yachts over 40m. Yet only a handful of these are made in the USA. For many readers this will come as a shock.

NICHOLSON It's because there are not a lot of options to purchase an American-built yacht that links with current trends. I'm not mentioning any names, but one of America's leading yacht manufacturers is still marketing the same yacht they designed 25 years ago! In Europe the shipyards are constantly innovating. Of these, the Italians are the most responsive to current client aspirations. Other Europeans, like the Germans, Dutch and Turkish, are a little more traditional.



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



Yacht Sales Advisor **Tommaso Bilotta** joined Camper & Nicholsons in 2018. His career began at Riva Yachts before taking in other great Italian marques. In 2012 he was responsible for bringing the Benetti brand to the United States.



IMAGE Ferruccio Rossi, CEO of Ferretti Group's Riva boat unit, poses for a photograph in the company's offices in Sarnico, Italy.

BILOTTA I could give you many examples that will be available for delivery in 2021 and 2022. Sanlorenzo has come up with the SX range. These new boats combine the luxury of a classic cruiser with an explorer spirit - plus the interiors of a modernist Italian seaside villa. Benetti offers the new 40m *Oasis*. It has completely open decks, huge windows and total integration of indoor and outdoor spaces. It's like a floating beach club, not a dated home with high gloss cherry interiors.

NICHOLSON The structure needed to realise those customer trends is very difficult to achieve with GRP, the composite plastic from which most American hulls are built. You require a one-off mould. And that's expensive. Nowadays the most contemporary boats - with balconies, windows, beach club and all the rest - are sculpted from metal. It's a much more noble material that you can bend and shape. You'll find that Italians and Germans, probably due to the fierce competition between shipyards, have achieved a crescendo of new design. The yachts that I know are launching in the next 24 months are truly amazing.

BILOTTA I love the award-winning *CRN 62m*, which launches in 2021. It answers the call for a pool, heli-deck and accommodation for 14 guests, not the habitual 12. Baglietto's *DOM 133* is smaller at 40m, but she is aggressively attractive. Again we see huge public areas - all overlooking the ocean - combined with an infinity pool. That is intelligent, future-proof architecture.

NICHOLSON In London Bannenberg & Rowell have also been busy. Their new 43m *Estrade* is so smart. The pool, oversized sun loungers, juice bar and huge toy spaces look forward to tomorrow's trends. You simply won't wish to step ashore! In a similar range is Tankoa's new *T450*. We're talking 12 guests in six en-suite cabins in a 45m luxury yacht. Of course, it seems

far bigger thanks to uninterrupted spaces, clean lines and multiple lounging areas.

BILOTTA Fernando, I may be biased, but I love how Italians venerate good design. We are the nation that created the Vespa scooter at one end - and the Lamborghini Miura at the other. Some of my favourite forthcoming yachts are from Rossi Navi's new *Infinity* range. The smallest can accommodate 12 guests within a 42m frame that looks like a spaceship. It was styled by Fulvio De Simoni, a genius who has designed 2,500 yachts since the 1970s. Quite simply, I can prove to my clients how cutting edge design can maximise value and space.

NICHOLSON Modern shipyards make that process of discussing a future yacht so much easier. We are in the business of fulfilling clients' dreams - and can use tech to show how that dream yacht will actually look. For example, by using renders, mockups and 3D visuals we can visualise a client's request for bespoke additions, certain materials or specific colours. The customer can even see the exact view they will have from a certain full length window. And listen, if a shipyard can only show you a 2D layout, which details four cabins on the lower deck and a master above, you have to question how far they are looking into the future.

BILOTTA Depending on range and transatlantic capability, many of my buyers chose to sail their new yacht home, rather than freighting it across to the East Coast or Caribbean. It's on my bucket list to make a transatlantic crossing. Fernando, have you ever done it?

NICHOLSON I've done it. If you don't bring a lot of books it can be pretty boring because the view is always the same! Although perhaps making such a voyage adds to a yacht's legend, or its social media profile. I will defer to Tommaso. He uses social media more because he's much younger than I am.

We are in the business of fulfilling clients' dreams - and can use tech to show how that dream yacht will actually look.



ABOVE *DOM 133*.
BELOW *CRN 62m*.





BILOTTA Social media has become a key way for clients to stay informed. Because of Instagram and Twitter, our customers know the specifications or innovations of the latest boats to come out of Lürssen and Feadship. Personally, I might post about a newly constructed yacht that just docked in Miami or at a shipyard or refit facility. A client - or maybe their son or daughter - might see that post on Instagram and then contact me for an informal viewing. That's part of yacht brokerage today.

NICHOLSON Social media is like going to a digital yacht show: it's incredible to learn about beautiful boats. That said, clients spending large sums to purchase a life enhancing product will always want to visualise their dream in person. To touch the boat, to feel the materials, to comprehend the volumes, to understand the level of quality. Because every yacht is unique, they want to feel that love and sense of exclusivity. Of course, thanks to social media, boat shows have already changed. A client will arrive clued-up about a certain boat. And will expect to communicate about it using a variety of apps.

BILOTTA That's where the value of a broker comes in. Social media and drone videos can paint a beautiful picture. But a broker needs to be utterly prepared to highlight a shipyard's history, possible design amendments, charter returns and the exacting differences between various manufacturers' models. There's another important factor. You must be able to present yourself as part of a wider team. Clients need to know you're in for the long term. Thanks to Fernando's forefathers, that 'long term' has been 240 years!

NICHOLSON That wider team Tommaso talks about is just as important as the yachts we sell. Camper & Nicholson's manages several yachts that I have sourced for my clients. We arrange the crew, book the

itineraries, insure the vessel, project manage, tender refits and everything else. All on an agreed budget. When an owner comes onboard they want to unplug. We make sure there's no ownership problems, no dramas, just a succinct update every three months.

BILOTTA Fernando describes an interesting dynamic. You may be speaking to a Wall Street guy or a hedge fund manager. He or she would normally dress extremely formally. However, when you are discussing their passion for yachting they unwind. We have in-depth conversations about how to further their dream. Then, when it comes to the business or purchase or management or charter, they demand absolute professionalism. Their project simply requires the same level of insight and management skills as any other asset.

NICHOLSON In the long term I don't think Covid will change where our American clients sail. Although the demand will be sustained for charters in the North East, which is stocked with beautiful anchorages, wildlife and culture. And for Alaska on the other coast of the United States, for similar reasons. But for sunshine they will always travel to the Bahamas, Antigua, St Barths and the Virgin Islands as they are safe and easy to reach. From New York it's four hours maximum before an owner is walking across their passerelle.

BILOTTA It seems that upcoming destinations like Cuba, Patagonia and Panama's Pacific Islands are mostly popular with a global charter audience, not necessarily a local one.

NICHOLSON Your last statement makes me very happy. Because our capable offices in Palm Beach, Fort Lauderdale and New York are in charge of charter management - rather than me!

IMAGE Gustavia harbour, St Barts.



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SECTION 5

ART & TRAVEL

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Christie's and
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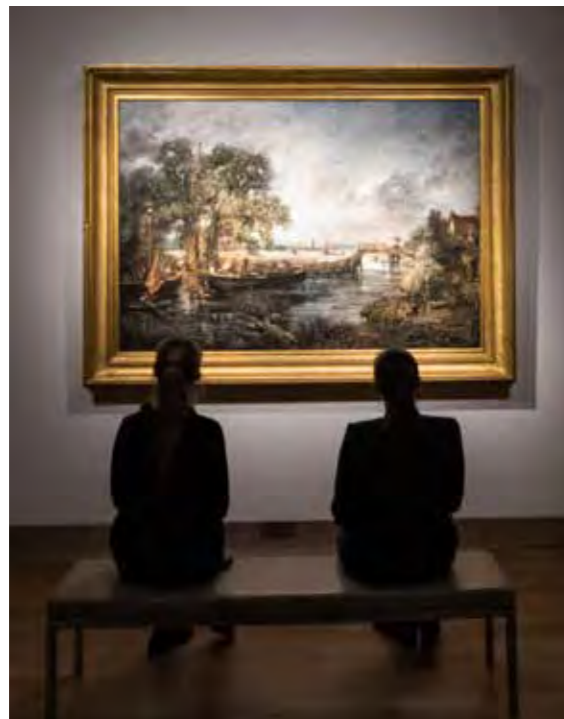


PARTNERS

Christie's and Camper & Nicholsons: a legacy of trust

WRITTEN BY TRISTAN RUTHERFORD

Being the industry's oldest and most prestigious name isn't easy. Thankfully Camper & Nicholsons and Christie's boast a pioneering spirit that dates back centuries. Through 2020 both companies paired online access with a legacy of trust. The outlook for 2021? Priceless.



CLOCKWISE FROM TOP LEFT Auctioneer at Christie's London. Auction room at Christie's London. People admiring "View on the Stour near Dedham" by John Constable. The rectangular cut Pink Legacy diamond - the largest fancy vivid pink diamond Christie's has ever offered for auction.

Dirk Boll, the President of Christie's in Europe, Middle East, Russia and India, has a passion for provenance. "Provenance used to be what you thought of for old masters," says Boll. "Now provenance is as important for objects across all departments as it tells the part of the story you can't see." In 2020 his auction house sold the notes that John F. Kennedy scribbled during his presidential debate - the first ever to be televised - with Richard Nixon. The notes document a moment in history that changed the world.

Kennedy was a young senator who understood the media game. He wore a blue suit to look more prominent on television. Nixon blended into the background in grey. The YouTube video of the debate, which is embedded on Christie's sales portal, shows Kennedy scribbling his notes with a sun-tanned hand, while smiling into the camera.

In the end, JFK won the popular vote in the 1960 Presidential election by just 0.17%. "With memorabilia people want to be close to the person," explains Boll. "That can be for anyone from Audrey Hepburn to Elon Musk."

Paolo Casani, CEO of Camper & Nicholsons, holds provenance in similar esteem. "A wonderful example is Lady Moura," says the CEO. "When launched in 1990 at Blohm + Voss she was essentially the world's first superyacht." Not to mention the most expensive

and most innovative. "She will be sold to someone interested in her history and capability," continues Casani. That back story includes the hosting of heads of state across the Mediterranean and the Caribbean. And, as Lady Moura was constructed to commercial shipping standards, she can store three months of provisions and cruise 12,000 nautical miles without refuelling, far outgunning modern yachts. "Quite simply," says Casani, "you are buying a piece of history, a work of art."

Christie's and Camper & Nicholsons aren't just the largest and most prestigious names in their industries. They are corporate twins. Both companies were born before George Washington became President, and were initially led by distinguished family dynasties. Their offices are both sited in Mayfair (the five-minute stroll between them passes Fortnum & Mason and the East India Club). Moreover, both firms blazed a trail through innovation. In Camper & Nicholsons case this meant pioneering America's Cup challengers, composite hulls and even flying boats.

"No business can thrive standing still," asserts Boll. "James Christie, our founder, was a great innovator. He essentially invented art auction as we know it today." In 2011 Christie's became the first auction house to conduct digital-only sales, which are mirrored by the same guarantees afforded to traditional auctions. "No-one did standalone online sales in the art world. Our competitors followed."

“The crisis has been a catalyst moment that drove more business through our online channels,” explains Boll.

This year innovation has accelerated at speeds few could predict. “The crisis has been a catalyst moment that drove more business through our online channels,” explains Boll. Pre-auction chats with specialists were live streamed, with mobile bidding available through the sale. “Until February 2020 there had been a kind of glass ceiling in the region of \$10,000 per item,” continues Boll. “That figure moved upwards in a spiral because more and more expensive items were online-only. My colleagues tried out digital channels for things that hadn’t been offered that way before. For example, we sold bids in the region of £2.5m for paintings or for jewellery. We may be using contemporary technology but it’s still true to our roots.”

Through 2020 Casani witnessed similar changes at Camper & Nicholsons. “The opportunity for us was to modernise our way of doing business,” says the CEO. “We acted quickly to offer 360° videos, with voiceovers from captains, to market a yacht.” Several of Casani’s colleagues in Hong Kong have conducted in-depth sales negotiations by WeChat, the Chinese version of WhatsApp. “For us the pandemic has been a lesson,” explains Casani. “When you do things in the same way for many years, you think that you cannot change, that it’s a risk. But change is necessary to thrive.”

Importantly, both Boll and Casani agree that change is here to stay. “Once the crisis is over the pendulum will swing back to a certain extent,” says Boll. “But

I think the mid-market will remain dominated by online buyers and that’s a new geography.” Yet change must be backed by trust, asserts Boll. “People have now understood that when they trust the distribution system, and the company offering (the product), they can actually buy online. It’s not about parties or advertising or branding. At the heart of both companies is the tradition of expertise. That’s why our clients come to us.”

The ‘new geography’ that Boll mentions is true in a literal sense. In the 1970s Christie’s held pioneering overseas auctions in France, Italy and the United States. The company sold its first £1m lot, a Diego Velázquez portrait of his assistant Juan de Pareja. By the following decade Christie’s New York was realising \$35m for old masters. In 1994, at the same venue, Bill Gates paid a similar amount for a single manuscript. The Leonardo da Vinci Codex, purchased by Gates, was written by the Italian artist-polymath to give insight into hydraulic engineering, river flow and celestial light.

While Christie’s expanded its presence to 42 countries, Camper & Nicholsons invented the international brokerage industry. In 1961 the company opened the world’s first overseas yachting bureau on La Croisette in Cannes. Followed in the 1970s by Palma, Monaco, London and Antibes, and later Fort Lauderdale, Miami and New York.

IMAGE The renowned Christie’s insignia outside its location in London.





IMAGE Exterior of Christie's London

“With globalisation one still has to differentiate between where people live and where they want to interact with you,” he explains.

As Casani explains: “Our traditional market was Europe. Now our largest is the United States. Russia and the Middle East are growing fast. But slowly we see a shift towards Asia, which will eventually be larger than all.” Hence the newest Camper & Nicholsons bureaux are based in Hong Kong and Phuket. Yet whatever a client’s nationality, they still prefer to charter in the Mediterranean. “So globalisation works the other way too,” says Casani.

Boll has seen a similar link to localisation. “With globalisation one still has to differentiate between where people live and where they want to interact with you,” he explains. “People still think it’s interesting to go to London, Paris, Hong Kong or New York for their ‘art shopping’, if I may use that term. So whether they come from Azerbaijan or China, they must undergo the same Know Your Client procedure as a Los Angeles or Rome based client. In that sense we have one threshold for everybody.” It’s a level playing field. Albeit a global one.

Do global personalities enjoy similar art on their yachts? “It’s hard to say because art is so incredibly personal,” explains Boll. “On the other hand, works on paper are quite delicate and don’t like humidity or light, which is sadly all the fun of a boat.” Usually a “very classic painting like an oil on canvas, which lasts

for centuries,” makes the perfect purchase for a yacht. “They are lightweight so they don’t require a structure around them. Just a filtered glass pane to protect them from water and light.” Because oil on canvas has been “the most favoured medium for centuries, every kind of taste can find something”.

Both Boll and Casani have noticed a final, more personal, trend in 2020. “This year people have thought about what is important,” says Boll. “What adds value to their lives and enchants them.” Many people have “come back” to art collecting. “In the olden days people talked about value. Many now realise it’s not the increase in value but the artistic value that adds to their own lives. Because people see that art brightens their lives, I’m very optimistic.”

Casani also looks towards a brighter horizon. “We fully understand that 240 years of successful history affords us great value,” he says. Implicit trust allows Casani to re-market yachts like 25m Lady Emma, which was built at the original Camper & Nicholsons shipyard in 1930. Her logbook is meticulous. From it, one can trace the birth of art deco, the trend for foreign exploration and a final return to simple pleasures - like lounging on steamer chairs on a teak foredeck. As they say, provenance is priceless.



PARTNERS

VistaJet: Flying high

WRITTEN BY TRISTAN RUTHERFORD

Thomas Flohr has his head in the clouds. The CEO of VistaJet takes a hands-on role for the aviation firm's Wine Club, plus his pooch service VistaPets. The owner of 115 private jets also oversees 70,000 annual flights. Which allows the rest of us more time in St Barths or St Tropez.



“When we were packing up the car to drive to France or to Italy, I was the first one packed and saying ‘when can we start!’”

Thomas Flohr’s hobby lends a clue to his lifestyle. Alongside professional racing drivers Giancarlo Fisichella and Francesco Castellacci, he co-pilots a Ferrari 488 in the World Endurance Championship, a global competition that culminates in the 24 Hours of Le Mans. “The sport is governed by the FIA alongside Formula 1,” explains Flohr. “To be part of it you have to perform at equivalent levels”. Preparation for the eight annual races, at speeds of up to 330km, “requires lots of time in the gym. It allows me to clear my mind and do something completely different for a few hours, while still keeping the focus”.

Flohr needs to stay focused. Because as founder and chairman of Vista Global (the group behind leading private aviation companies VistaJet and XO) he owns 115 private jets.

Flohr pioneered a business model where clients pay only for the hours they require aboard the world’s finest private aircraft, without owning a depreciating asset. His ‘silver with the red stripe’ planes are ubiquitous. Especially on the world’s

premier private aviation routes from London-Luton to Nice, Washington Dulles to New York Teterboro and Paris–Le Bourget to Geneva. All told, the 70,000 annual flights made by Vista Global visit 187 countries covering 96% of the world. One takes off or lands every five minutes.

A desire for the finer things in life, overseas exploration included, derived from a lack of it. “As a Swiss from a humble background we didn’t do extravagant travel,” recalls Flohr. “When we were packing up the car to drive to France or to Italy, I was the first one packed and saying ‘when can we start!’”

Success in finance and tech brought Flohr the associated trappings. A Baglietto yacht, “a beautiful home in St-Paul-de-Vence” and his first aircraft – a Learjet. Instead of sitting back and enjoying each asset, he learnt from them. They became corporate tools and an introduction to an industry where “flexibility is priceless”.

IMAGES FROM TOP Coronavirus precautions. Interiors.



“With VistaJet you know exactly what you’re going to get,” assures Flohr. “That’s our brand.”

Flohr’s initial foray into private aviation showed him everything that was wrong with the industry. “Think about chartering a yacht,” explains Flohr. “You go through the greatest detail. You probably send somebody to the boat before you sign up because you want to make sure your experience is right.” Chartering a private jet was the polar opposite. “People just booked a plane to get from A to B but they didn’t know what they were getting.” Paying customers could be installed on one of a 100 types of fractionally owned aircraft. Or they could be flying on an airplane decorated, sometimes outrageously, to a single owner’s taste.

“With VistaJet you know exactly what you’re going to get,” assures Flohr. “That’s our brand.” That consistency runs to hand-stitched Italian leather seats. Plus flight attendants trained at London’s British Butler Institute, which traditionally schools staff for roles at embassies and palaces. Flohr himself has a hand in the VistaJet Wine Club. This year’s favourites include a 2013 Solaia from Marchesi Antinori, hailed by Berry Bros & Rudd as “a profound and meaningful wine”. All crew are trained to Wine & Spirit Education Trust Level 2, and can organise blind tastings at cruising altitude.

Kids are well catered for. All ages can be accompanied by Norland-trained nannies. Tweens and teens can learn secret agent codes and get to dress like 007 using VistaJet’s ‘Adventures in the Sky’ programme. The personalised kids adventure can even continue in the arrival destination.

For animal lovers, VistaJet offers VistaPets. Lucky are the Labradoodles who dine on a dedicated pooch menu featuring roast tenderloin and steamed chicken. Water bowls are spritzed with natural flower essences to aid inflight relaxation.

VistaJet’s offerings aren’t for show. They’re fashioned around the unique work-life balance of the 0.001%. Flohr quotes his bookings to be about 75% business, 25% leisure, but states that “this is relative, not an absolute statement,” before offering another example. “Let’s say a client has a demanding business trip to China. And on the way back to Saudi or England they say, ‘you know what, I’m going to fly to the Maldives for three days’. So they’re really combining their lives and work in three locations. There is no separation anymore between just business or just leisure.”

Fortunately he possesses an aircraft that can cope with customers for whom “on time and off time is an old concept”. Enter the brand-new Bombardier Global 7500. With a price tag of \$70m, they are as luxurious as they are long range, allowing point-to-point business travel between Sydney and Detroit. “We contributed a significant amount of customer data to the aircraft’s development,” explains Flohr. “The 7500 has a permanent bedroom in the back. This was the critical item missing on some other business aircraft (like the Boeing Business Jet), which are essentially converted airliners.”

IMAGE Vistajet Global 7500 shot from above.

That's why he calls his jets "time machines, because they are creating time and space, which adds a lot of value to each individual's productivity".

Furthermore, a converted airliner "will never give you the range because they fly at an altitude of around 35,000ft where all the other traffic is." Purpose built business jets, like the Bombardier Global 7500, "can climb straight out of the way to 41,000ft where the skies are clear and there are no delays."

Time has always been the principal driver of private jet travel. "For the most influential people in the world, time is what they have least of," says the Swiss. "Because they are non-stop, especially with today's technology." That's why he calls his jets "time machines, because they are creating time and space, which adds a lot of value to each individual's productivity". Flohr's eight sustainability pillars, which include using sustainable aviation fuel and removing 90% of single use cabin products, have sensitised his business model.

During the Covid pandemic, the "rich people flying" attitude concerning private aviation was smashed. The ability to spirit passengers through airports like Farnborough, "where the time from disembarking from a car to takeoff can be as little as ten minutes," became a vital asset. Especially as private flights generally elicit 20 passenger touch points. This compares to 700 touch points (at the luggage scanner, the news store) using commercial

aviation. "One study stated that 90% of the world's population who can afford to fly privately, never flew private," says Flohr. "With the pandemic the industry has changed forever because a lot more people have tried the service." VistaJet was further showcased by Flohr's decision to donate flights to medical organisations and health experts fighting the pandemic.

Private aviation hubs like Farnborough, Mykonos and Olbia Costa Smeralda look set to grow. What can other high-end destinations do to attract a VistaJet clientele? "If these airports invested in a 500 square foot (50m2) building, nothing flashy, with luggage screening and a single customs officer that's a little investment. Maybe half a million dollars. Because typically somebody who arrives on a private jet will spend 10 times, or 20 times, more than a regular visitor."

Should we jet in aboard our own aircraft like Flohr? Far from it. "At the end of it, how much of your time could you spend on your airplane, 200 or 250 hours per year? On a yacht that's your whole holiday right there! The money could be better deployed in enjoying another charter." Simply put: "you don't need to own a private aircraft." Flohr has 115 that he's willing to share.



IMAGES FROM TOP VistaJet Global 7500 on the runway.
First class menu and meal.





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SECTION 6

SALE & PURCHASE

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SALE & PURCHASE

Four owners: Owner access

WRITTEN BY TRISTAN RUTHERFORD

The owners who entrust their yachts to Camper & Nicholsons use them in a dozen different ways. From exploration to ecology, from business to pleasure, a private yacht can provide all. The proof? We share the thoughts of four owners who cruise the seven seas.

Chris Culver is one happy owner. Through 2020 he put the finishing touches to *Cetacea*, a recently purchased 1970 vintage Feadship. She enters the charter market this month. “There’s something special about her lines,” says Culver. A prowling white bow heralds 40m of art deco elegance, a look that could easily belong in the roaring 1920s. “*Cetacea*’s design and build have certainly stood the test of time. Testament to that is the fact that she has sailed around the world.”

Culver is a businessman and ocean race winner. This gives him a unique ability to spot yacht market trends. “I think that yacht owners are certainly using their boats more now than ever in history,” he explains. “I think for so many of us who are connected 24/7, being able to escape to the water brings tremendous balance. We are very fortunate to be able to enjoy that.”

Mixing business with leisure appears a key development. “(During the pandemic) boats gave owners the opportunity to dual purpose their lives and extend the enjoyment,” explains Culver. “Last March, with the outbreak of the virus and ‘work from home’ initiatives, we decided to isolate on the boat, head south and drop anchor”. Culver and his wife “spent several months” working and living aboard *Cetacea*, in various locations.

Having full connectivity and an office setup environment was key to managing an enormous challenge. “There’s nothing better than working 12 to 16 hours per day, yet being able to come up and catch

the sunset on the water. I think that owners seeking that quality of life can find it on their yachts.”

In these changing times, the traditional cruising mould is also developing. “I want to spend a summer on *Cetacea* in the Great Lakes,” says Culver, who was born on Lake Michigan and knows the area well. In this most American of backdrops - rolling orchards, slick cities, autumn palattes and the thunder of Niagara - you can count the number of superyachts on one hand. Perhaps that’s part of the appeal. The passage to the lakes, from New York up the Hudson River and Erie Canal towards Toronto, is uniquely telegenic. Lake Superior, at 300 miles across, boasts its own weather systems, blinking lighthouses and summer resorts.

Culver’s experience as a yacht owner raises a final point. “There are a lot of yachts out there for people to charter,” he explains. “But yachts like *Cetacea* will appeal to discriminating guests that look for the elegance and heritage of a Feadship of this vintage.” This winter, charter parties will be able “to enjoy her like we do,” says Culver. (In his capacity as Commodore of the New York Yacht Club, Culver will spend several months in New Zealand to support the NYYC’s America’s Cup challenge.) *Cetacea*’s charter appeal is quite literally head-spinning. “There’s nothing better than to sail into an anchorage with such a classic boat,” concludes Culver. “She turns heads in every harbour.”

IMAGES FROM TOP Couple on the bow of *Cetacea*. *Cetacea* and tender.





Perhaps 30% of owners in Hong Kong plan to conduct business on board - like lunches, dinners, meetings and parties.

The owners who entrust their yachts to Camper & Nicholsons for management or charter are as rarefied as they are diverse. These owners span six continents - and cruise seven. Some aspire to privacy, others to own a party platform for social and business meets. Some owners purchase for global exploration, others for greater family time. All have one thing in common. An out and out love of the sea.

Mico Chung is a Hong Kong-based company Chairman. "My first experience on a luxury yacht was in the South of France in 2005", he recalls. Swiftly hooked, he joined his friend's chartered boat again the following year. "I still remember her name," says Chung. "A 47m Trinity called *Jenny*. We cruised around Sicily and Croatia for two weeks."

That 2006 trip was "a real eye opener" for Chung. "I really enjoyed the lifestyle, the services, the beautiful water and the amenities around the Mediterranean." After a few more charters the Hong Kong business personality followed a well-trodden path. "We purchased our own CRN yacht, brand new, straight from the factory."

But, says Chung, the aspirations of yacht owners in Asia are markedly different from those in Europe or the United States. "Perhaps 30% of owners in Hong Kong plan to conduct business on board - like lunches, dinners, meetings and parties," he explains. A large statistic when compared to other nationalities. "For more sporty owners (based in Hong Kong) the aim is to find beautiful beaches and crystal clear water." Fortunately Hong Kong has beautiful beaches in abundance. "On a three-day trip I would go to Tai Long Bay," says Chung. The area is so stunning - imagine a Hawaiian medley of white sand beaches,

fishing villages and verdant hikes - uninhabited since the Bronze Age. Until now, few local yacht owners have ventured further. "I think Hainan Island (mainland China's answer to Mallorca or Yucatan) is a goal if China opens up more," says Chung. "While owners with increasingly bigger yachts have considered moving their boat to Thailand during the winter season."

But Chung, like many Hong Kong owners, believes that "the Mediterranean is unrivalled in the world. You can cross many countries in as many days. It's very calm and you have everything to support you."

Such statements have inspired another - uniquely Asian - yacht ownership trend. "It's correct that several of my friends own multiple boats," says Chung. "A lot have a day boat in Hong Kong, typically between 80ft and 120ft", which averages around 30m. "Many already have (an additional yacht) in the Mediterranean." Some families own three or four. "The (cruising) lifestyle in the Mediterranean was only introduced to people in Hong Kong in the last 15 or 20 years," concludes Chung. "But with Camper & Nicholsons here doing lots of promotion, it's catching on fast."

All owners view yachting differently. None more so than Mexican business magnate Bruce Grossman. He believes that one yacht is enough to explore the seven seas. As long as it's special. "I've got a philosophy about building a luxury yacht," says Grossman. "I think if you're going to spend 20 million or 30 million or 40 million, this is a project you want to be personally involved with. Anyone that isn't (involved) is going to end up with a less than perfect boat."

IMAGE Yachts gather in one of the many stunning bays near Hong Kong

“I absolutely insisted that all of these people come and see how we lived, how I stacked my clothes, how I liked my shoes, how I mix my drinks.”

How does an owner attain perfection? For a personality as gregariously welcoming as Grossman, that's the simple part. “We invited the interior designer, the architect and the captain to our homes in Mexico, the United States and Spain,” he explains. “Plus the shipyard guys” from ISA in Ancona. “I absolutely insisted that all of these people come and see how we lived, how I stacked my clothes, how I liked my shoes, how I mix my drinks.”

The result is *Forever One*. This one-of-a-kind 55m, brokered by Fernando Nicholson, boasts a Ferrari red beach club. Her unique plumb bow allows tenders to be hosted on the front of the yacht, meaning that guests can dive in the moment she anchors, rather than waiting for crew to unload the toys. After Grossman's instruction, she also has “a whole shoe closet and four bars”.

Those bespoke touches exist because owners utilise their yachts for different activities, and for varying lengths of time. “Each year we spend four or five months at a time on the boat, Grossman explains. “That's not something I have seen other owners do.” Why spend so long onboard? “I happen to be one of those privileged people around the globe. I understand a lot of yacht-owning families are still working, but if you're retired and don't need to charter, that's fortunate. *Forever One* was custom designed to be our ‘forever’ yacht. We use her like another home.”

For Grossman, there's another point in play. Simply, why not cruise as much as you can? “I don't fully understand why people who spend 60 million or 100 million on a boat only spend a month onboard then say, ‘OK, I'm gone.’”

The hardest question is saved for last. With time, capital and the one of the world's most striking yachts, where to sail next? “Here's how we do it,” explains Grossman. “Each season the captain, my wife and I sit down and decide where we want to cover next year. We don't go by countries. We go by area, like the Baltic or the South of France. This time allows the captain and ourselves to build a complete picture of the places we'd most like to visit.” Thanks to a year's notice, the Grossmans' many friends are also able to join them, rotating every two weeks for several months. “We do some pretty heavy duty entertaining!”

One enviable issue remains. “We've covered every area we want to cruise,” laughs Grossman. “All of South America, twice, and every area of Europe we can possibly imagine. We're pretty petered out!” *Forever One's* unique frame has been photographed in equally unique locations. Like London's Tower Bridge, the UNESCO-listed quay of Bergen in Norway and the National Maritime Museum in Amsterdam. In 2021 *Forever One* will return to the Greek Islands. “There's no question that Greece is the pre-eminent cruising ground in the world,” says Grossman. After decades of exploring by luxury yacht, he should know.

Few personalities understand ownership as keenly as Hong Kong aviation pioneer Ambrous Young. Surprisingly, Young's yachting career had an inauspicious start. In the early 1990s he purchased a 30m fibreglass Azimut from a catalogue, sight unseen. “The yacht was delivered to me a few months later,” recalls Young. “I stepped on board and thought: this is not a yacht, it's a canoe!”



IMAGE *Forever One* passing through London's Tower Bridge.



IMAGES Super yacht *Ambrosia*.

The design of a yacht is proven by how well utilised she is. “I do business onboard because you have your own restaurant, atmosphere, staff,” says Young.

Young required a far larger boat. “I was invited to Viareggio in Italy to meet Dr Paolo Vitelli, the owner of the Azimut-Benetti Group,” he explains. Young ended up buying something far bigger. He purchased 25% of the Italian yacht manufacturer, plus a part share of the glamorous Marina di Viareggio, then placed an order for a revolutionary 40m steel and aluminium hull.

Young’s investment in Azimut-Benetti had consequences. On the plus side, the Italian shipyard used his 40m design to create its popular 1990s range of ‘mini-Benettis’. On the negative side, his own 40m hull was pounced on by an eager buyer.

“Dr Vitelli called me and said: ‘I have a buyer’,” laughs Young. “So I said: ‘Of course!’” Young, who was still without his own yacht, immediately made an order for a 45m named *Ambrosia*. As his yachting knowledge progressed he upgraded to a 55m Benetti, *Ambrosia II*. Eventually every piece of technological and ownership knowhow was distilled into the ultimate Benetti: 65m *Ambrosia III*.

Ambrosia III ranks among the most diligently produced yachts ever launched. An intelligent diesel electric system minimises engine load and wear. Art deco interiors come courtesy of François Zuretti, a stylistic genius who curated palaces for the King of Morocco before designing for Lürssen and Feadship. There’s also a gym, spa with sauna, movie theatre and

dedicated medical centre, as well as six sumptuous cabins. “Her original plan was 70m,” says Young. “I had her shortened (to 65m) so I could fit into the Viareggio Yacht Club.”

The design of a yacht is proven by how well utilised she is. “I do business onboard because you have your own restaurant, atmosphere, staff,” says Young. Aboard *Ambrosia III* he has welcomed “the Chairman of British Aerospace, the CEOs of Airbus and Boeing.” It helps that his Benetti has the entertainment potential of The Savoy in London. Read marble-topped bar, a baby grand piano and a private dining salon.

The best yachting stories have several authors. That’s why, “probably by the middle of 2021, I’m putting my yacht on the market when I’ve finished upgrading,” says Young. Taiwanese shipyard Jade, which produces military vessels for government contractors, is adding audio visual and IT updates alongside machinery and monitoring upgrades. Such accoutrements will futureproof a pedigree luxury Benetti.

A new owner can write the next chapter of *Ambrosia III*. Unless Young writes it first. “I would like to take a trip from Asia to Alaska, all the way to Canada,” he explains, following a route he sailed several years ago. “Then to the Caribbean, Cuba and back through Panama to Pacific.” And after that? Once an owner, always an owner. “Then I can look for another yacht.”



Our Yacht highlights

CAs have always been the backbone of the brokerage industry. Being a Central Agent for the world's most stunning, innovative and luxurious yachts has been one of our greatest achievements at Camper & Nicholsons. In the following pages, we want to highlight a selection of CAs that we are incredibly proud to represent.

Lady Moura

Lady Moura lead the way for many innovative design elements and, in many ways, continues to do so today. Her balconies off the beach club and side boarding platforms, were an engineering first and transformed the way an owner could access and the water.



Paloma

With a Trans-Pacific range she offers unencumbered, extensive worldwide cruising. *Paloma* has an elongated bow and a charming canoe stern, which gives her an elegant, sleek profile and a timeless style.





Sarastar

Sarastar's open-plan sun deck with chic exterior bar, sun loungers and exotic cactus garden is a highlight of her design, and features a subtle glass surround that protects from the breeze without impinging on the view.



Sea Huntress

Her ingenious and unique design, the work of the world-renowned Terence Disdale is the result of his many years of experience and clear understanding of what the owner required.





Run Away

With a notable hull design, complete with a bulbous bow specifically designed to increase the performance of navigability and efficiency at 12 knots, *Run Away* can comfortably hit 4,000 nautical miles while underway.



Pure One

Out on deck, *Pure One* offers guests the chance to take time out and relax either on her expansive foredeck with sumptuous seating or aft on the main deck where there are two large sofas that can be transformed into huge sunpads and two tables for al fresco dining.





New Builds

At Camper & Nicholson's, we take great pride in constantly keeping a lookout for noteworthy new build projects which benefit both the shipyard and a potential client. For the general survival of the yachting industry, we continually strive to support the world's leading shipyards along with meeting our clients' requirements.

Throughout the following pages are some of the most notable new build projects on the market. All from prominent and well-established shipyards, from Heesen to Riva, Amels to Sanlorenzo. These exclusively selected, new build projects are a perfect way to expand your portfolio in a fast and cost-effective way, considering they should all be delivered by 2021.



1. **CRN 62M**

62m (203')

CRN, 2021
€52,000,000

The *CRN C138* is one of the latest designs under construction from the award-winning yard. 62m in length, *C138* will be equipped with powerful engines, the latest technology, and fit out with the finest materials and luxury finishes.

3. **Pollux**

55m (180')

Heesen Yachts, 2020
€43,000,000

Pollux is a 55m fast displacement motor yacht from Heesen. This steel-hulled superyacht with an aluminium superstructure boasts an enviable pedigree, with exterior design by Omega Architects and interior design by Bannenberg Rowell Design, adding to her prestige.



2. **Amels 200**

60.1m (197')

Amels B.V. Holland, 2021
€59,000,000

With an established history and heritage of delivering the most luxurious of motor superyachts, Amels is producing a marvellous addition to its collection – the 60.1m *Amels 200*.



4. **Riva 50M**

50m (164')

Riva, 2021
€33,500,000

The Riva shipyard is recognised as producing the most iconic of Italian yachts, with refined exteriors and sophisticated naval engineering.

This 50m *Riva* continues the shipyard's trend of creating unique motor yachts, designed to be timeless.





5. Tankoa S501

49.99m (164')

Tankoa Yachts, 2021
€31,900,000

Hull number four of the highly successful *Tankoa S501* 50-metre series is due for delivery in 2021.

This edition of the *S501* features an expansive beach club with a gym and spa area, with steam bath and massage room, taking the place of the tender bay.



7. Triton

49.99m (164')

Heesen Yachts, 2020
€33,900,000

Triton is a 50m displacement superyacht currently in build at the Heesen shipyard in Holland. *Triton* is built upon Heesen's proven technical platform, with a sophisticated exterior design from Clifford Denn that offers generous outdoor deck space.

6. Aquamarine

49.98m (164')

Heesen Yachts, 2021
€36,800,000

An all new design from Omega Architects, with an exciting, cool and contemporary new interior design by Cristiano Gatto. She also features the new innovative multi-purpose tender garage and luxury Beach Club aft with a raised sunbathing area on the Main Deck.



8. Project Verona

49.9m (163')

Overmarine (Mangusta), 2021
€29,500,000

Project Verona is the latest in a long line of revolutionary "open" yachts. A trend pioneered by the revered Overmarine (Mangusta) shipyard. Along with its multitude of outdoor spaces, the yacht's exterior has incredible sleek, sophisticated lines across its expansive three decks and 49.9m length.



9. **Project Altea**

49.8m (160')

Heesen Yachts, 2021
€35,600,000

From Heesen Yachts, considered a world leader in the construction of all-aluminium yachts, comes their latest ground-breaking motor yacht – the 49.8m *Project Altea*.



11. **Project Como**

43m (141')

Overmarine (Mangusta), 2021
€24,700,000

From the shipyard with a world-renowned reputation of being crowned as Dream Shapers, comes Mangusta's latest bona fide representation of an otherworldly 43m beauty - *Project Como*.



10. **Sanlorenzo 500 EXP**

47m (154')

Sanlorenzo, 2021
€27,500,000

The Sanlorenzo shipyard focuses on producing an exclusive amount of yachts a year, including the latest *Sanlorenzo 500EXP*.

Part of their renowned explorer range, which is second to none, comes their latest yacht, capable of 4,500nm at an average speed of 11 knots.



12. **Navetta 42**

41.84m (137')

Custom Line, 2021
€18,100,000

The Custom Line shipyard constantly focuses on creating a sophisticated balance between engineering and design comes. A point clearly made with *Navetta 42 #7*. A 41.84m yacht with an unsurmountable amount of flair and an air of a cutting-edge masterpiece.





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SECTION 7

CHARTER

CHARTER

How we've risen to overcome
the Covid challenge

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CHARTER

How we've risen to overcome the Covid challenge

WRITTEN BY ALEXANDER SOUABNI

The current global situation is, quite rightly, taking over the headlines. Some will want to keep their heads in the sand, until everything blows over.

Others, like Sacha Williams, Camper & Nicholson's Charter Marketing Director, recognises and addresses how a situation like this could shake up the yachting industry, or even more specifically the yacht charter industry.

At Camper & Nicholson's, our attitude is more the latter – Covid isn't going anywhere for the time being, it seems, so why not take this opportunity to let it mould the industry, welcome the change and see how it can work to benefit all.

Our charter marketing team, led by Sacha Williams have been meticulously analysing the current status of consumer behaviour, watching how our clients are reacting to the global situation, and what crucial learnings we can take from it all, in order to maintain our status within the industry. This is the process we're adopting, and below are our key take-away findings from this unique situation.

We noticed at the beginning of the summer season that many owners decided to opt-out from the charter season purely because of the unpredictability of the status quo. For some, it made sense, to temporarily remove their yachts from the charter market and take the time to do any significant pending work needed. Others rationalised the situation "If I need to be confined, I'd rather be at sea", which again, makes sense since the pleasure of yachting is truly an exclusive luxury considering the

beckoning freedom of the sea and expansive oceans. Therefore, we discussed the situation with the yacht owners, who were wonderfully sympathetic, and agreed to adapt to the situation and delay most of their charter bookings to 2021, resulting in securing business and revenue for next season, fingers firmly crossed, of course.

Back to the 2020 season however; less yachts were available on the charter market and conversely, clients were particularly tentative. This lull created a perfect environment for lucrative deals to be forged and some have consequentially thrived as a result. Many of the yachts which are usually regrettably booked up, now had more availability. Therefore, our clients would book longer charters since they could be safely on board their favourite charter yacht for most of the season and exposed only to their own bubble.

Turnaround times have also had to be increased between charters, considering the extra sanitising protocols that have been enforced. This, again, is seen as an advantage since it's a consolidation and standardisation, across the industry and the market, of measures that are crucial for the welfare of both our clients and crew.

IMAGE Couple enjoying sundowners on the aft deck of *Tranquility*.





TOP Falmouth harbor marina Antigua, Caribbean.
BOTTOM Twizzle sailing yacht.

Each Caribbean island has its own rules when it comes to quarantine and tests, therefore the complexities are multiplied by the number of islands the client would like to visit.

Heading into the winter season now, it's the perfect time of year for our clients to discover the Caribbean or the Seychelles on one of our charters. Moreover, we're faced with challenges such as entry and post-entry requirements, meaning that certain nationalities or clients travelling from a particular country need to self-isolate on board. As luxurious as a yacht is, the overwhelming appeal of the Caribbean is to go ashore and truly soak up the bustling culture, the people and the local delicacies. As a result of this, our team of charter experts have had to work harder than ever in managing expectations, taking the above into account.

We're also noticing that more yachts will be undertaking the winter charter season all around the world with a significant number in the Indian Ocean. The Caribbean on the other hand will, as a result, be less frequented due to each island state having their own entry requirements. Each Caribbean island has its own rules when it comes to quarantine and tests, therefore the complexities are multiplied by the number of islands the client would like to visit. While the Seychelles has its own collection of islands, ready to be explored, which are under the same restrictions and entry requirements as the Seychelles, therefore island-hopping is achievable. The same applies to the Maldives, a popular destination for this winter's charters.

Interestingly, however, through our connections in the Caribbean, we understand that a CARICOM (Caribbean Community) bubble might be developed in order to have one set of restrictions for all Caribbean island states in order to overcome this critical issue.

At the time of printing, the French Caribbean Islands have created their own bubble. This means that clients could travel from Guadeloupe to Martinique or Saint-Barthelemy to Saint Martin without having to reimpose testing or quarantine.

It is important to highlight that the lack of bubbles, isn't an issue particular to the Caribbean. We have identified or witnessed similar issues in the Mediterranean during the summer. Croatia was considerably less stringent towards American and Russian nationals and therefore experienced quite a significant boom in charters gracing its shores. Nevertheless, if those same charters wanted to travel further afield, they wouldn't be able to, as a result of the entry requirements. Every single EU state had their own directives, along with Turkey too. These intricate situations can easily be resolved with a yacht charter expert, like us, at your side to navigate such complexities.

We are of course committed to overcoming these issues, adapting to the changes as we go. For example, in light of the cancellation of boat shows and open days, we are working on developing virtual tools which allow us to continue to interact with our clients and customers. We started a webinar series in May which is just the beginning of our first phase of virtual development, along with taking potential customers on virtual yacht tours. Any means necessary to present the yachts to both customers and brokers alike. It is a constantly evolving process that needs to be monitored at all times, readjusting our approach and locking in new strategies to expand our customer touchpoints. We will overcome the Covid challenge.



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SECTION 7

PROPERTIES

PROPERTIES

When luxury is once in-a-lifetime

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PROPERTIES

When luxury is once-in-a-lifetime

WRITTEN BY TRISTAN RUTHERFORD

From hip hotels to the high seas, today's guests demand authenticity. The most innovative resorts - from Scotland to Saigon - offer only-eat-here flavours and one-of-a-kind adventures. Fancy a gourmet charter to the Mediterranean or Pacific? Join us as that ship sets sail.

Fairmont St Andrews symbolises its destination. The gentle thwack of golf balls is beset by the soft cries of herring gulls. Yellow gorse frames finely mown greens, which flow into the roiling ocean beyond. Not everyone at the resort wears golf attire. A lobsterman dressed in oilskins lugs a tray of Scottish lobsters into the hotel kitchen. Followed by a beekeeper carting honey from the hotel's hives. The entire resort offers a sense of place - and a taste of what's to come.

In 20 years the hospitality industry has changed enormously," says Fairmont St Andrews' General Manager John Keating. When the resort opened in 2001, "it was mainly domestic business with a handful of wealthy Americans. Now we have a much broader range of international visitors including Europe and more recently from China, India and the Far East." Whatever a guest's nationality, demands for luxury are similarly high. "We sell more suites than we do bedrooms," explains Keating.

There's a further commonality. "The modern traveller is far more discerning when it comes to food and drink," says Keating. "Some 20 years ago only the very wealthy knew how to spot a great Bordeaux or Burgundy. Now these wines are readily available in the supermarket." Across the hospitality industry, the challenge is to raise luxury to once-in-a-lifetime levels, while offering guests an experience unique to a destination. Can Fairmont St Andrews rise to the call?

"One of the biggest attractions for our guests is the local produce in our restaurants," explains Keating, "as we source ingredients from individual local producers." Fairmont St Andrews is situated on the North Sea shoreline with an abundance of seafood coming in from local fishing port villages like Crail and Anstruther, alongside lobster from St Andrews Bay. "All of our staff are fully trained and are ambassadors for this wonderful produce," says Keating.

Service remains as important as ever. "But encouraging staff to engage with guests to give a truly local experience has become as important as serving from the right or the left. And for guests to know that they're eating a lobster, caught just in front of the hotel that morning, is important to them," continues Keating. "The environment is front and centre of our story."

Guests can carry experiential travel to dizzying levels. Keating mentions the Fife Coastal Path, a seashore walkway that takes in three castles, ten fishing villages and any number of golden beaches in a 187km (116 mile) sweep. Not to mention several oceanfront links, including The Royal and Ancient Golf Club, where shots have been teed since 1754. Even regional fish and chip shops source ingredients as carefully as Michelin-starred restaurants. The owner of the Anstruther Fish Bar is a member of the Marine Stewardship Council and purchases prawns from Pittenweem, a white-washed fishing harbour where seafood has been landed for a thousand years.

IMAGE The grand ballroom at Fairmont St Andrews.

“Joël Robuchon anticipated how the industry would change,” explains Aldunate. “Simply having a luxurious property was not enough.”

Keating explains that the 2020 Covid pandemic merely accelerated interest in outdoor space. “The long walkways and cycle paths around here are major attractions in themselves,” he explains. “Apart from the two championship golf courses - The Kittocks and The Torrance – below Fairmont St Andrews, the beach activities including kitesurfing, land sailing, bodyboarding and surfing are very popular with visitors. We’re actually thinking about starting our own sea sports business next year.” For a final sense of place try kayaking with puffins and dolphins, followed by a meal of hand-dived scallops with venison salami in the hotel’s Bar & Grill. It’s a combination offered nowhere else on earth.

Few understand the evolving hospitality market better than Christophe Aldunate. As a 17-year-old kitchen apprentice he was mentored by Joël Robuchon, the French superchef who earned an unsurpassed 32 Michelin stars during his lifetime. Aldunate helped Robuchon open his signature restaurants in Hong Kong and New York.

“Joël Robuchon anticipated how the industry would change,” explains Aldunate. “Simply having a luxurious property was not enough.” The ‘Chef of the Century’ understood that guests “identify themselves with a brand, or a story, then remain faithful to it.” Naturally that ‘story’ had to be perfectly crafted. “Robuchon insisted on the finest ingredients: service, attitude, dress, decorum, a sense of destination.”

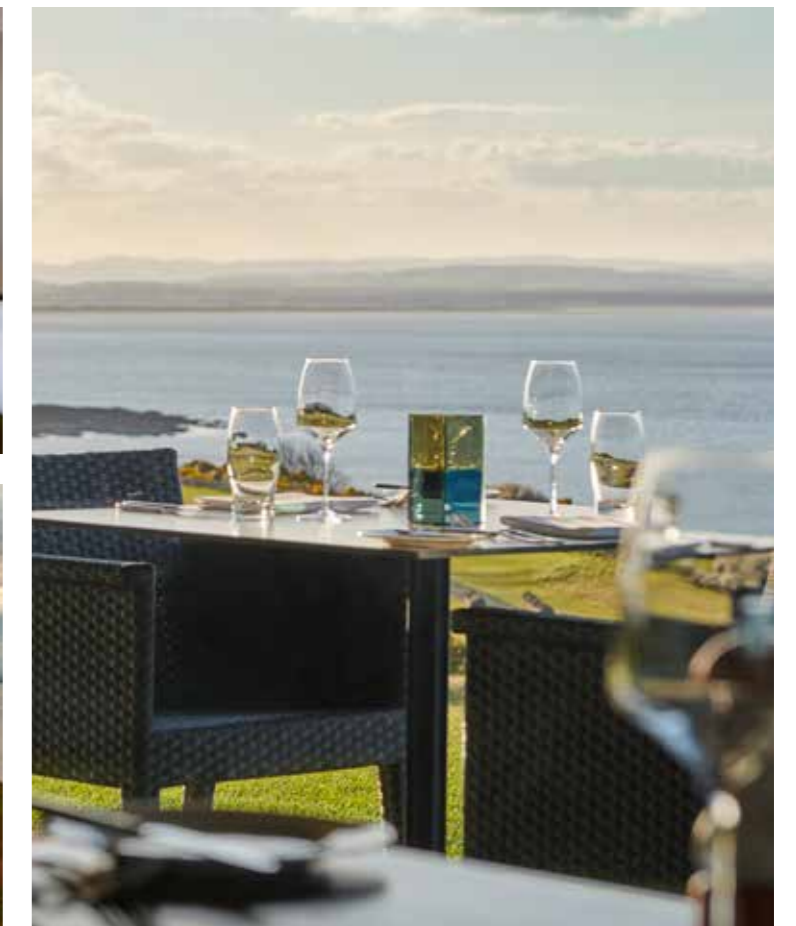
Robuchon pioneered open kitchens to elicit the same ‘sense of destination’. His patrons could gaze in through floor-to-ceiling windows, where spotlights illuminated a culinary tapestry like a live Netflix

epic. “For Wagyu beef or caviar you could visit any luxury restaurant,” says Aldunate. “For haute cuisine meets high theatre you had to reserve a table with Robuchon.”

Now Aldunate has been tasked with a tall order himself. The hospitality group he works with are sailing Joël Robuchon’s signature craft into the high seas aboard 48cm *MY Arados*, which ranks among the largest and most advanced Sunseekers ever produced. Pierre-Yves Rochon, who restyled The Savoy in London, designed her interiors. John Christie, who learnt his skills from the Michelin two-star chefs that Robuchon originally trained, presides over the galley kitchen. Her Instagram feed @motoryacht_arados showcases experiences rarely seen aboard luxury yachts, like drone photography classes and cocktail mixology sessions. It’s not all reclining on a sunbed while being misted with Evian spray.

Cuisine aboard *Arados* embodies the Joël Robuchon spirit. Read artichokes and lemons sourced from farm-to-fork suppliers, or ozone fresh seafood purchased from local fishermen. Dishes are lavishly presented but shaped with a simplicity learnt from the French chef’s years in Japan. “Robuchon always said: ‘The simplest dishes are the most difficult to do.’” Aldunate offers an example. “Take our *pommes purée*. Why is it so difficult to make mashed potatoes with butter? It’s because you cannot hide anything with those two ingredients. You need the best potatoes, cooked at a level that 30 seconds under or over would ruin them. Plus the best farmer’s butter. This is why our *purée* is the Robuchon *purée*, not anything else. We carry those levels of perfection to charter.”

IMAGES, CLOCKWISE FROM TOP Fairmont St Andrew’s luxurious dining room. Lunch with a stunning sea view at Fairmont St Andrews. A couple enjoying the sunset in the gardens of Fairmont St Andrews. Fairmont St Andrews’ Executive Suite.





“In five years you will see more superchefs training staff on superyachts like *Arados*,” he claims.

The *Arados* quest for perfection has been a write-home-about success. “In 2020 we took charters all the way into September,” continues Alducate. “Throughout Corsica, Sardinia and the South of France.” A highlight was a letter from a Russian guest saying that “he said he’s never eaten such amazing food on a yacht”. Therein lies an industry issue. “Top tier guests like this are familiar with super luxury hotels and have eaten at the greatest restaurants in the world. They now wish to charter a yacht, perhaps for a more personalised experience, costing €200,000 per week. So if the cuisine and service do not match a leading hotel and gourmet restaurant, that’s a big problem.”

For Aldunate, the writing is on the wall. “In five years you will see more superchefs training staff on superyachts like *Arados*,” he claims. “And more superchefs designing menus for luxury yachts, as they now do for airlines and hotels.” Providing a *ne plus ultra* experience at sea allows Aldunate to carry the Robuchon ethos one step further: “Now simply having a luxurious yacht is not enough.”

In recent years, Asia has become the epitome of luxury. The region is the wealthiest in the world with its largest economy - China - hosting 20% of the world’s billionaires, 94 of whom reside in Hong Kong. Yet in terms of hospitality, modern guests are looking for more than pillow menus or loyalty points. Lester Lam, Executive Director at property development company Lai Sun, says hotels should excel in “making the intangible tangible” with a focus on “indigenous” allure.

IMAGE The sleek *Arados*.

“Caravelle is the first choice for first-time travellers visiting the city not only for its heritage, but also its proximity to other significant cultural sites.”

“The behaviour of modern guests is evolving continuously,” explains Lam. “The rise of the boutique hotel explains that travellers are associating themselves with a certain lifestyle, while traditional hotels are focusing more on room size or guest luxury.” Lam has seen facilities change to reflect tastes. “For instance, some hotels have introduced well-being programmes to ensure guests’ conscious living and to cater for mindfulness.”

Here Lam has form. The hotels in the Lai Sun group double-down on a destination’s allure, while offering a unique insight into city living. Take the historic Caravelle Hotel in Ho Chi Minh City. Opened in 1959, it became a “press corps hotel for news organisations such as CBS and ABC,” explains Lam. Concierges can advise on where to sample Vietnamese coffee culture - a hangover from French colonial days - as Saigon locals swear by a morning frappé of *phê sua da*, literally ‘coffee, milk, ice’. As Lam explains: “Caravelle is the first choice for first-time travellers visiting the city not only for its heritage, but also its proximity to other significant cultural sites.” These include Nguyen Van Binh Book Street, a living library of bookstores and kiosks selling travel literature, local fiction and Assouline photographic tomes.

Other hotels in the Lai Sun group include the aforementioned Fairmont St Andrews. “Golf has been played on site for 600 years,” says Lam. “While (the resort) encompasses the finest in local culture with luxury and elegance.” Another individually minded

hotel is the Hong Kong Ocean Park Marriott. “It has a unique location at the heart of the Southern District,” continues Lam, selling scenes of sandy beaches and the Royal Hong Kong Yacht Club “with an uninterrupted view of the picturesque coastline.”

There’s a final jewel in the Lai Sun crown. “The gastronomic experience is one of the greatest expectations for our guests,” says Lam. Fortunately, it’s where his company excels.

In 2020 Lai Sun Dining was awarded ten Michelin stars across seven spectacular restaurants. “The Michelin Guide star is one of the highest honours that a restaurant can receive,” explains Lam. “It’s a recognition of the dedication of our chefs and service team in providing the excellent gastronomic experience.” In Hong Kong the group’s best restaurants are as international as the city itself. They include Otto e Mezzo, a three-star extravaganza produced by Umberto Bombana, the Italian chef who introduced white truffles to the local restaurant scene. Plus the only-in-HK combination at Takumi - a French gourmet eatery run by a Japanese chef who trained under Joël Robuchon - with a seating capacity of just 12.

Dining experiences like these that make a destination unforgettable, believes Lam. “Guests do not come purely for the food itself but to share a journey with their loved ones.” Taking luxury to a once-in-a-lifetime destination is just that. A memory to last a lifetime.

IMAGE Imagine as she sails through the deep blue waters.





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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 9

SALES FLEET

SALES FLEET

Sales fleet

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Sales fleet

We take pride in representing the most unique yachts available on the market. Here is a wide selection, ranging from historical superyachts to charming motor yachts and stunning regatta-ready sailing yachts.



105m (344'5)

Lady Moura

SPECIFICATIONS

Built by	Blohm & Voss
Built	1990 / 2019
Speed	17 knots

PRICES FROM

Price on Application



The 105m, Blohm & Voss built, head-turner, *Lady Moura*, needs no introduction. A renowned superyacht recognised across the globe as the ninth largest yacht ever built. A truly regal vessel with an already legendary status is awaiting her new owner.

80m (262'5)

Elements

SPECIFICATIONS

Built by	Yachtley
Built	2019
Speed	13 knots

PRICES FROM
€112,000,000



One of the world's few purpose-built *Solas* yachts, *Elements* is the perfect embodiment of refined splendour. Palatial salons and dining rooms, luxuriously expansive decks and outdoor areas are all facets which elevate *Elements* as an unquestionably desirable asset.



69m (226'4)

Infinity 69

SPECIFICATIONS

Built by	Rossi Navi
Built	2023
Speed	17 knots

PRICES FROM

Price on Application



A new build project by the renowned Rossi Navi shipyard, due for delivery in 2023, *Infinity 69* has a truly unique aesthetic with great character and oozes luxury.



68m (223'1)

Days

SPECIFICATIONS

Built by	AES Yacht
Built	Delivery 24 months from signature
Speed	12 knots

PRICES FROM

€50,000,000



Days is an exciting new project currently under construction at the innovative AES Shipyard in Istanbul. With the option of extending her length to 72m along with her high volume, *Days* is definitely an asset worth considering.



65.4m (213'3)

La Sultana

SPECIFICATIONS

Built by	Georgi Dimitrov
Built	1962 / 2015
Speed	10 knots

PRICES FROM
€12,500,000



A stunning superyacht steeped in history, *La Sultana*, is looking for a new owner. Having undergone a full rebuild in 2015, her timeless aesthetic has been maintained in order to preserve her pedigree status at the heart of the yachting industry.



65m (213'3)

Ambrosia

SPECIFICATIONS

Built by	Benetti
Built	2006 / 2017
Speed	12 knots

PRICES FROM
€45,000,000



A true icon of the Benetti fleet, *Ambrosia* is a distinctive superyacht with an exceptional gross tonnage of 1,640. Having had only one owner since being built to Lloyds Classification in 2006, along with being MCA compliant, *Ambrosia* is an interesting asset to consider.



60.20m (197'2)

Sarastar

SPECIFICATIONS

Built by	Mondomarine
Built	2017
Speed	18 knots

Also available for charter

PRICES FROM
€45,000,000



At 60m in length and with a generous 10.8m beam, the opulently spacious *Sarastar* is the perfect yacht for entertaining friends and family.



60.10m (197')

Paloma

SPECIFICATIONS

Built by	Ishikawajima Harima
Built	1965 /2004
Speed	15 knots

PRICES FROM
€14,250,000



A Trans-Atlantic beauty with showstopping elegance, *Paloma*, is a classic motor yacht not to be missed.



59.8m (196'2)

Infinity 59

SPECIFICATIONS

Built by	Rossi Navi
Built	2022
Speed	16 knots

PRICES FROM

Price on Application



With her emblematic hull design, *Infinity 59* is another new build project by the Rossi Navi shipyard. Yet again, a yacht that oozes charm and style with a splash of comfort.



55m (180'46)

Sea Huntress

SPECIFICATIONS

Built by	Feadship
Built	1997
Speed	12 knots

PRICES FROM

Price on Application



Built by the world-famous shipyard, Feadship, *Sea Huntress* is awaiting her next adventure with a new owner. A unique design by Terence Disdale on both the interior and exterior, makes her stand out as a considerable asset.



48.8m (160')

Infinity 50

SPECIFICATIONS

Built by	Rossi Navi
Built	26 months from signature
Speed	15 knots

PRICES FROM €30,000,000



46.75m (153'4)

46M Frers Trimaran

SPECIFICATIONS

Built by	McConaghy
Built	2022
Speed	12 knots

PRICES FROM \$26,500,000



46.70m (154'2)

Naseem

SPECIFICATIONS

Built by	Heesen Yachts
Built	2008 /2018
Speed	16 knots

PRICES FROM
€16,250,000



46.20m (151'6)

Pure One

SPECIFICATIONS

Built by	Arno Leopard
Built	2008 /2018
Speed	31 knots

PRICES FROM
€8,700,000



46.10m (151'2)

Wellenreiter

SPECIFICATIONS

Built by	Jongert
Built	2003
Speed	10 knots

PRICES FROM
€7,750,000



45.63m (149'8)

Vulcan 46M

SPECIFICATIONS

Built by	Vicem
Built	2021
Speed	12 knots

PRICES FROM
€19,500,000



45m (1477)

The Goose

SPECIFICATIONS

Built by	Tough Brothers
Built	1987 / 2017
Speed	11 knots

Also available for charter

PRICES FROM
€3,750,000



45m (1477)

Dorothea III

SPECIFICATIONS

Built by	Cheoy Lee
Built	2007
Speed	10 knots

PRICES FROM
\$11,990,000 *



43.60m (143')

Blue Vision

SPECIFICATIONS

Built by	Benetti
Built	2007
Speed	12 knots

Also available for charter

PRICES FROM
€11,500,000



43m (141')

Eclipse

SPECIFICATIONS

Built by	Feadship
Built	1993
Speed	11 knots

Also available for charter

PRICES FROM
\$7,600,000



42.84m (140'6)

Asgard

SPECIFICATIONS

Built by	Abeking & Rasmussen
Built	1993 (2020)
Speed	10 knots

PRICES FROM
€10,900,000



42.50m (139'44)

Explorer Ice Class

SPECIFICATIONS

Built by	Arkin Pruva
Built	2021
Speed	11 knots

PRICES FROM
€9,925,000



42.50m (139'5)

Happy Life

SPECIFICATIONS

Built by	Alfamarine
Built	2003 /2017
Speed	13 knots

PRICES FROM
\$3,500,000



42m (137'1)

Clicia

SPECIFICATIONS

Built by	Baglietto
Built	2009 /2016
Speed	13 knots

PRICES FROM
€8,950,000



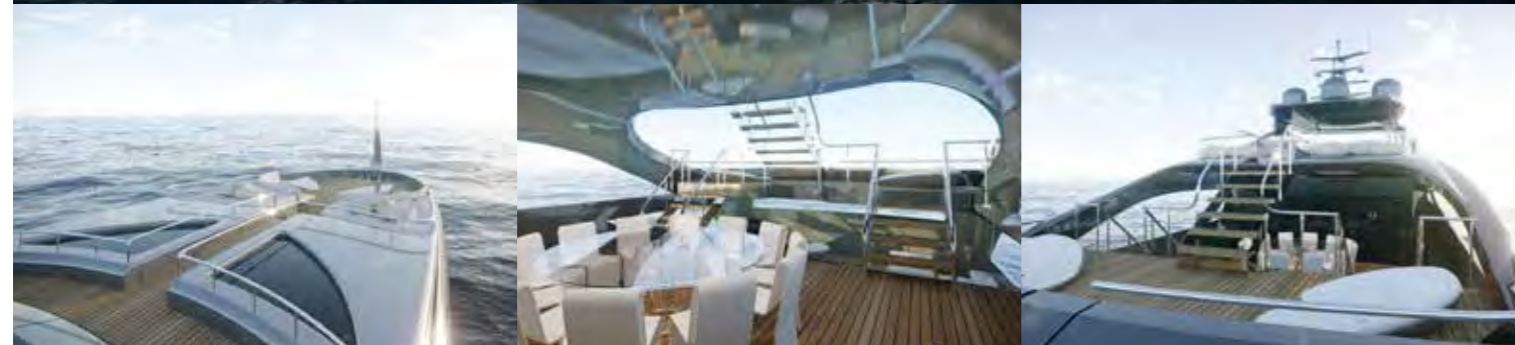
42m (137'9)

Infinity 42

SPECIFICATIONS

Built by	Rossi Navi
Built	24 months delivery from signature
Speed	15 knots

PRICES FROM
€21,500,000



41.60m (136')

Basmalina II

SPECIFICATIONS

Built by	Icon Yachts
Built	2011
Speed	12 knots

PRICES FROM
€11,900,000



41.30m (135'5)

Ocean Emerald

SPECIFICATIONS

Built by	Rodriquez Yachts
Built	2009/2019
Speed	14 knots

Also available for charter

PRICES FROM
€5,800,000



41.14m (134')

Royal Falcon One

SPECIFICATIONS

Built by	Royal Falcon Fleet
Built	2019
Speed	15 knots

PRICES FROM
Price on Application





40.70m (133'5)

Surama

SPECIFICATIONS

Built by	Royal Huisman
Built	1997 /2017
Speed	11 knots

PRICES FROM
€7,900,000



40.05m (131'5)

Rhine

SPECIFICATIONS

Built by	Sunseeker
Built	2012
Speed	12 knots

PRICES FROM
\$9,300,000



40.60m (133'21)

DOM 133

SPECIFICATIONS

Built by	Baglietto
Built	2021
Speed	15 knots

PRICES FROM
Price on Application



40m (131')

Whispers

SPECIFICATIONS

Built by	Cantieri di Pisa
Built	1985
Speed	20 knots

PRICES FROM
€900,000





39.43m (129')

Emera

SPECIFICATIONS

Built by	Camper & Nicholsons Ltd
Built	1974 /2019
Speed	14 knots

PRICES FROM
€2,490,000



37.30m (122')

Perle Noire

SPECIFICATIONS

Built by	Heesen Yachts
Built	2010 /2016
Speed	21 knots

PRICES FROM
€7,250,000



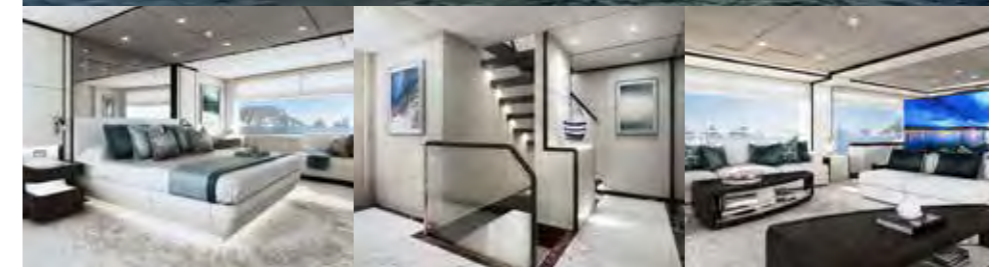
38.10m (125')

Lejos 3

SPECIFICATIONS

Built by	Benetti
Built	2017
Speed	17 knots

PRICES FROM
\$15,975,000 *



37m (121'4")

Majesty 120

SPECIFICATIONS

Built by	Gulf Craft
Built	2020
Speed	18 knots

PRICES FROM
Price on Application



36.90m (121')

Edesia

SPECIFICATIONS

Built by	Benetti
Built	2014
Speed	13 knots

PRICES FROM
€10,750,000



35.40m (114')

Sol

SPECIFICATIONS

Built by	Azimut
Built	2019
Speed	21 knots

PRICES FROM
\$11,500,000



36.50m (119')

Secret Love

SPECIFICATIONS

Built by	Amels B.V. Holland
Built	1990
Speed	11 knots

PRICES FROM
Price on Application



35.20m (115')

Il Gattopardo

SPECIFICATIONS

Built by	Shipyards Amer Permare
Built	2012
Speed	20 knots

PRICES FROM
€7,700,000



35.15m (115')

Avalon

SPECIFICATIONS

Built by	Princess
Built	2018
Speed	16 knots

PRICES FROM
€15,000,000



34.95m (114'9")

Brunello

SPECIFICATIONS

Built by	Benetti
Built	2003 /2015
Speed	13 knots

PRICES FROM
\$3,950,000 *



35m (114'9")

Moon Goddess

SPECIFICATIONS

Built by	Danish Yacht
Built	2006 /2019
Speed	25 knots

PRICES FROM
\$2,000,000 *



34.70m (115')

Happyssima Dei Gall

SPECIFICATIONS

Built by	Codecasa S.P.A.
Built	1989 /2018
Speed	12 knots

PRICES FROM
€2,300,000



34m (111')

Bel-Ami II

SPECIFICATIONS

Built by	Codecasa S.P.A.
Built	1988 /2019
Speed	12 knots

PRICES FROM
€1,950,000



32.84m (108'8)

Odyssey III

SPECIFICATIONS

Built by	Shipyards: Benetti
Built	1967/ 2018
Speed	10 knots

PRICES FROM
€6,250,000



33.50m (109'9)

Vera IV

SPECIFICATIONS

Built by	Royal Denship
Built	2002 /2017
Speed	10 knots

PRICES FROM
€1,550,000



32.07m (105')

Iemanja

SPECIFICATIONS

Built by	CN de Biot
Built	1989 /2018
Speed	10 knots

PRICES FROM
\$1,500,000



31.57m (103')

RJX

SPECIFICATIONS

Built by	Arcadia
Built	2018
Speed	15 knots

PRICES FROM
€6,950,000



31.35m (101')

Zanzibar

SPECIFICATIONS

Built by	Trehard
Built	1993 /2013
Speed	10 knots

PRICES FROM
€1,275,000



31.46m (103')

Lady May
Of Glandore

SPECIFICATIONS

Built by	Philip & Son, Dartmouth
Built	1929 (2013)
Speed	10 knots

PRICES FROM
€2,500,000



31.10m (102')

Param
Jamuna III

SPECIFICATIONS

Built by	Cantieri di Pisa
Built	2006
Speed	20 knots

PRICES FROM
€2,150,000



31.10m (102')

CCN 102

SPECIFICATIONS

Built by	Cerri Cantieri Navali
Built	2016
Speed	35 knots

PRICES FROM
€5,250,000



31m (102')

Blosson

SPECIFICATIONS

Built by	Astondoa
Built	2004 /2019
Speed	15 knots

PRICES FROM
\$2,200,000



31.06m (101'8)

Aria.S

SPECIFICATIONS

Built by	Arcadia
Built	2016
Speed	13 knots

PRICES FROM
€6,250,000



30.91m (101')

Aquarius

SPECIFICATIONS

Built by	Azimut
Built	2007 /2019
Speed	23 knots

PRICES FROM
\$3,850,000



30.63m (100'5)

Alexia

SPECIFICATIONS

Built by	Wally Yachts
Built	2004
Speed	10 knots

PRICES FROM
€3,800,000



30.40m (99')

Dallinghoo

SPECIFICATIONS

Built by	Pritchard
Built	1990 /2016
Speed	7 knots

Also available for charter

PRICES FROM
\$1,200,000



30.55m (100'2)

Jewel

SPECIFICATIONS

Built by	Gulf Craft
Built	2019
Speed	16 knots

PRICES FROM
\$5,950,000



30.10m (97')

Annabel II

SPECIFICATIONS

Built by	Horizon Yachts
Built	2009
Speed	14 knots

PRICES FROM
\$4,100,000



29.95m ^(98')

Triple 888

SPECIFICATIONS

Built by	Horizon Yachts
Built	2008 /2016
Speed	14 knots

PRICES FROM
€3,600,000



29.60m ^(97')

Lamadine

SPECIFICATIONS

Built by	Camper & Nicholsons Ltd
Built	1967 /2018
Speed	11 knots

PRICES FROM
€1,500,000



29.70m ^(97')

Taronga

SPECIFICATIONS

Built by	CIM
Built	1991 /2018
Speed	9 knots

PRICES FROM
Price on Application



29m ^(95')

Mbolo

SPECIFICATIONS

Built by	Jongert
Built	2004 /2011
Speed	10 knots

PRICES FROM
€2,800,000



28.80m ^(94')

Concordia

SPECIFICATIONS

Built by	Monty North
Built	2000 /2013
Speed	10 knots

PRICES FROM
€1,900,000



27.94m ^(91'8)

De Vrouwe
Christina

SPECIFICATIONS

Built by	Feadship
Built	1957 /2017
Speed	7 knots

PRICES FROM
€1,999,000



28.47m ^(93')

Jade 95

SPECIFICATIONS

Built by	Jade Yachts
Built	2009
Speed	10 knots

PRICES FROM
€4,250,000



27.60m ^(90')

Nakessa

SPECIFICATIONS

Built by	Sanlorenzo
Built	2008
Speed	12 knots

PRICES FROM
€2,650,000





27.20m ^(89')

Belle Isle

SPECIFICATIONS

Built by	Kingship Marine Limited
Built	2010
Speed	9 knots

PRICES FROM
€3,700,000



26.05m ^(83'7)

Attitude

SPECIFICATIONS

Built by	Otam
Built	2020
Speed	38 knots

PRICES FROM
€5,950,000



26.10m ^(88')

Virgen
Del Mar V

SPECIFICATIONS

Built by	CBI Navi
Built	2001 /2018
Speed	12 knots

PRICES FROM
€995,000



25.72m ^(84')

Stravaganza

SPECIFICATIONS

Built by	Maiora
Built	2008
Speed	24 knots

PRICES FROM
€1,250,000





25m (85')

Nakupenda

SPECIFICATIONS

Built by Vismara

Built 2014

Speed 10 knots

PRICES FROM

€2,250,000



24m (78'7")

Berret-
Racoupeau 80

SPECIFICATIONS

Built by BKC Yachts

Built 2022

Speed 10 knots

PRICES FROM

€4,511,000



SEA+I

SEA+I is a magazine for the world's most discerning travel & yachting connoisseurs – those who have made luxury travel a way of life.

It celebrates the exceptional, the extraordinary, the priceless, the indulgent, the esteemed and the ultimate that the world can offer.

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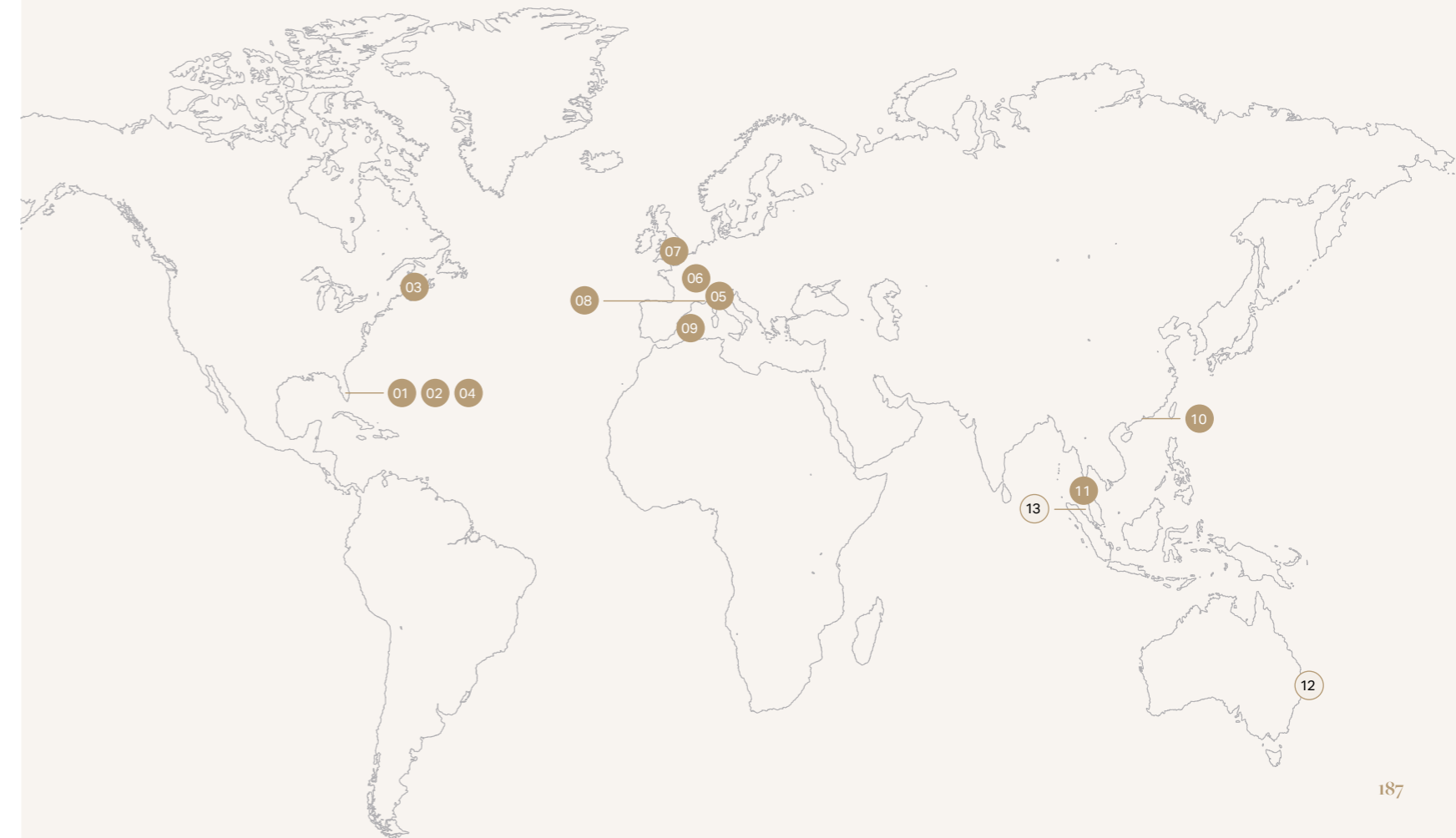
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