

SEA+I

ISSUE 43



Camper &
Nicholsons
International
YACHTING SINCE 1782



Discover championship links style golf at Fairmont St Andrews. Two world-class courses, the Torrance and the Kittocks, that wind their way around 520 stunning acres of utterly breath-taking Scottish scenery. With views overlooking the historic Home of Golf and St Andrews Bay, our exquisitely presented golf resort is a naturally beautiful setting for golf experiences.

Explore your perfect St Andrews moment.
fairmont.com/standrews | standrews.scotland@fairmont.com



SEA+I

FOREWORD

As 2021 appears over the horizon, we have decided to focus on what's ahead for Camper & Nicholson's, the charter market and the industry as a whole. We are constantly striving to improve our impact on the industry and preserve our oceans on which our yachts sail upon. This is why one of our features in this issue, is an insightful look at The Prince Albert II of Monaco Foundation, catching up with Olivier Wenden and finding out more about their conservation mission through Marine Protected Areas.



IMAGE Bow of African Queen.

We also highlight the development within industries parallel to yachting, through an interview with the audacious CCO of VistaJet, Ian Moore, discussing their latest Jet-to-Yacht service, an offering that is with Camper & Nicholson's. As a forward-thinking company, we recognise the importance of design and have therefore interviewed Marcel Wanders and Gabriele Chiave from Marcel Wanders studio, who give us an insight to their unique creative process.

With a particular focus on the charter market, this issue delves into a variety of engaging topics from owner and captain interviews to three awe-inspiring destinations to fulfil all your charter needs: the green pastures of New England, the boho chic vibe of the Balearics and the wellness infused islands of Thailand. For the charter market as a whole, receiving praise from charterers after a successful family trip is the be-all and end-all, so much so we have highlighted a few of these heart-warming testimonials in this issue.

Taking into account the complexities of yacht management, especially considering the ongoing global situation, we feel it is only right to highlight our Yacht Management's team successes and underline the hard work all our staff have put in.

It is only right during these times to focus on the positives that keep us going through the rough seas, in order to truly soak in the sun as soon as it appears through the clouds.



Paolo Casani
Chief Executive Officer

Unrivalled *knowledge*. Unbeatable *experience*.



6-11



14-21



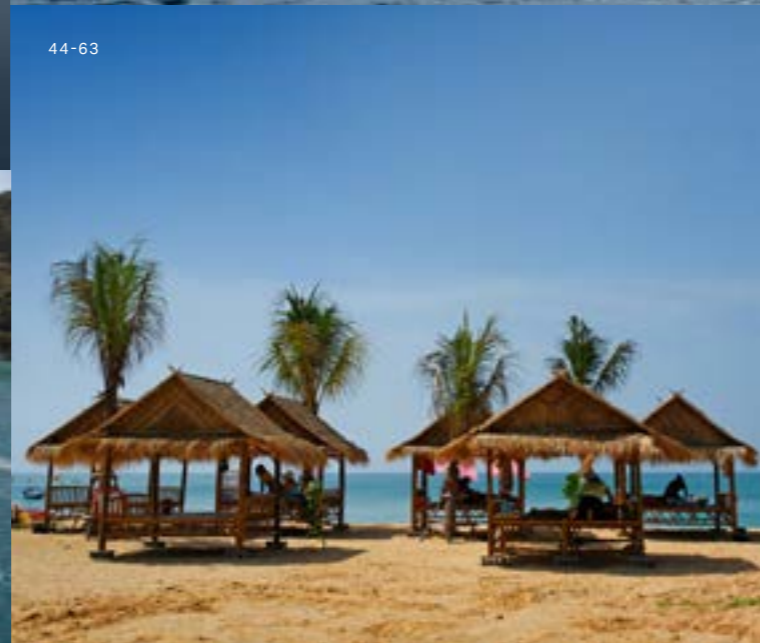
22-29



32-41



66-73



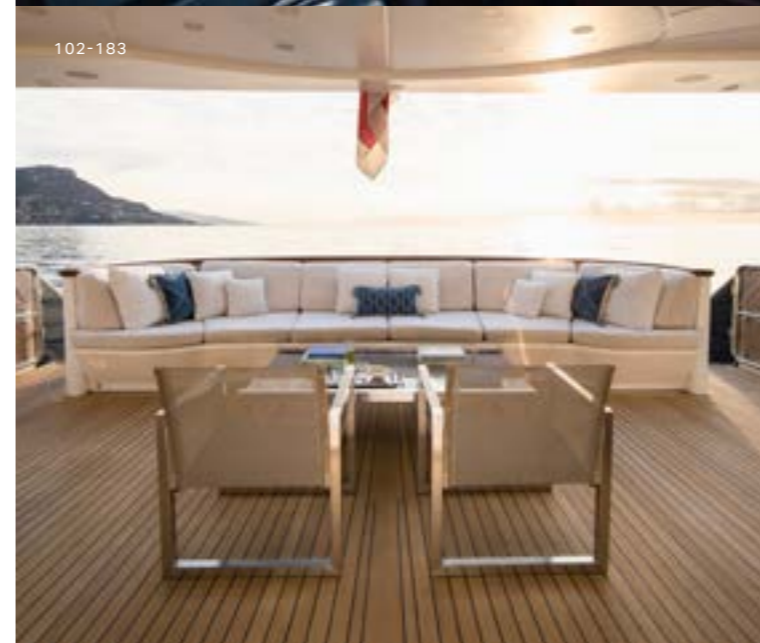
44-63



76-93



96-99



102-183

CONTENTS

Unlock the world of Camper & Nicholsons

SECTION 1: CONSERVATION

6-11 Prince Albert II of Monaco Foundation

SECTION 2: PERSONS OF INTEREST

14-21 Marcel Wanders & Gabriele Chiave

22-29 Ian Moore, VistaJet

SECTION 3: CHARTER YACHTS

32-41 Two Owners' account

SECTION 4: CHARTER DESTINATIONS

44-63 Your next destination

SECTION 5: CHARTER CAPTAINS

66-73 First time charters

SECTION 6: FAMILY EXPERIENCES

76-93 Open sea family adventures

SECTION 7: YACHT MANAGEMENT

96-99 Covid's impact on yacht management

SECTION 8: CHARTER FLEET

102-183 Charter Fleet

Camper & Nicholsons International

YACHTING SINCE 1782



SALE & PURCHASE

Accelerated sales with the most experienced team in yachting

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

Camper & Nicholsons International

SALE & PURCHASE | NEW BUILD
YACHT MANAGEMENT | CHARTER
CHARTER MARKETING
CREW PLACEMENT | INSURANCE

www.camperandnicholsons.com
cni@camperandnicholsons.com
+44 7584 133 312 (Whatsapp)

SECTION 1

CONSERVATION

CONSERVATION

Prince Albert II
of Monaco Foundation

6



CONSERVATION

Prince Albert II of Monaco Foundation

WRITTEN BY TRISTAN RUTHERFORD

Prince Albert I sailed a Camper & Nicholsons yacht on his first ocean exploration. Now his great grandson, His Serene Highness Albert II, navigates a similar environmental mission. Prince Albert II of Monaco Foundation uses pioneering methods to tackle climate change, biodiversity and clean water access. The Foundation's Vice-President, Olivier Wenden, believes luxury yachts can get on board.

Prince Albert I dedicated his life to oceanography. In 1873 the 25-year-old purchased *Hirondelle*, a 32m pleasure yacht built by Camper & Nicholsons, then turned it into an ocean laboratory. The Prince of Monaco undertook 28 maritime expeditions. He even discovered the Princess Alice Bank in the Portuguese archipelago of the Azores, a mile-high seamount and aquatic playground for swordfish and whale sharks. His standing legacy is the Oceanographic Museum, which commands the world's great yacht harbour from the Rock of Monaco.

In 1906 Prince Albert I sailed further still. His 63m expedition ship, *Princesse Alice II*, mapped the frigid northwest of Spitsbergen, a Norwegian island high in the Arctic Circle. The sovereign-scientist measured temperatures, took photographs and spotted snow white colonies of polar bears. The experience turned the explorer into an environmentalist. After visiting the White House in 1921, Albert I delivered a blistering speech to the Washington Academy of Sciences. He described the majesty of whale watching off Corsica. Then decried "steam trawlers" ruining seabeds "that are fitted for breeding". The prince also called for 'reserved districts' to protect marine areas before it was too late.

In 2006 HSH Prince Albert II of Monaco sailed in his great-grandfather's wake. The Sovereign photographed the same Spitsbergen coast, now known as Albert I Land. Prince Albert II compared the expedition images taken 100 years apart. The comparison was tragic. Ice had retreated across the 79th parallel. Albert I's call for marine protected areas had been largely ignored. His great-grandson decided to dedicate his energy to tackling climate change, promoting biodiversity and providing universal access to clean water. The result is the Prince Albert II of Monaco Foundation.

Olivier Wenden is the Foundation's Vice President. On behalf of His Serene Highness, it has supported more than 580 environmental projects since its creation in 2006 for a total grant of €70m. "The Foundation's central aim is to support initiatives that bring development and income to local communities," Wenden explains. Board meetings where action and funding are decided are chaired by the Foundation President, HSH Prince Albert II of Monaco himself.

IMAGE Djebel Moussa Marine Protected Area in Morocco





“The Foundation’s central aim is to support initiatives that bring development and income to local communities.”

“The MedFund is a good example of initiatives we support,” continues Wenden, who previously worked for the Conseil National, Monaco’s 24 member parliament, followed by a position at the Principality’s Foreign Office. “This trust fund led by Monaco, France, Tunisia, Spain and Morocco helps develop Marine Protected Areas (MPAs).” The seven MedFund supported MPAs include the Karaburun-Sazan Marine Park in Albania. Centred around one of the Mediterranean’s largest uninhabited islands, the park covers shipwrecked Roman galleys, barely visited beaches and 55 species of mammal including the rare monk seal.

The MPA concept is similar to the ‘reserved districts’ that Prince Albert I called for a century ago. “In the late 1990s, UN Member States also targeted the preservation of 10% of the oceans by 2020,” explains Wenden. “Unfortunately only 3% of the Mediterranean is protected”. Half of that protected zone comprises the Pelagos Sanctuary for Mediterranean Marine Mammals, which was founded by the governments of Monaco, Italy and France. The sanctuary is the reason why luxury yachts regularly spot fin whales and striped dolphins between Corsica and the Italian and French Rivièras. “With the MedFund reaching €20m, it can offer long term support to MPAs,” says Wenden. This will support greater biodiversity and bigger fish, which will benefit all 22 countries across 46,000km of Mediterranean coast.

The Small Islands Organisation, or SMILO, offers support to idyllic islands familiar to every Mediterranean sailor. “These little islands, like Levant near St Tropez or Tavolara off Sardinia, share challenges of biodiversity and tourism management,” explains Wenden. “On Zlarin Island in Croatia,” where red coral supports bluefin tuna and iridescent orange seahorses, “a zero plastic charter has been signed by all the restaurants”. And on Kerkennah, a sandy squiggle 20km from mainland Tunisia, the Foundation has helped SMILO fund “a plastic waste management plan for the island’s fishing industry,” where octopus have been landed since Roman times.

Can luxury yachts, which value Monaco as the industry’s epicentre, be part of the Prince’s environmental plan? “I think yacht companies have already been doing amazing work,” says Wenden. (Camper & Nicholsons supports Mission Blue, the biodiversity NGO set up by Dr Sylvia Earle, to promote 122 MPAs, or ‘Hope Spots’.) “A decade ago our first yachting initiative, the Wood Forever Pact, promoted the use of timber sourced from sustainable managed forests. More owners now request alternatives to teak,” which is illegally exported from Myanmar, home to half the world’s wild teak forests, which take 80 years to mature.

IMAGES FROM TOP LEFT Foundation Vice-President Olivier Wenden. Striped Dolphins spotted in the Mediterranean Sea. The Monte-Carlo Gala for Planetary Health 2020: the Prince and the Princess of Monaco with Sting.

“On September 23rd 2021, during the next Monaco Yacht Show, the Foundation will host its fifth Monte-Carlo Planetary Health Gala, explains Wenden.”

“More recently the Foundation has worked with the Yacht Club de Monaco,” continues Wenden. “The result is the SEA Index.” Using benchmark data from shipyards, operators and owners, the Index will assess the environmental performance of the 2,017 yachts in the world over 40m, including the 54 superyachts delivered in 2020. “The Index will promote eco-friendly behavior,” claims Wenden, “as we can compare consumption and impact”. Other Foundation projects have highlighted low impact yachting initiatives, like reducing sulphur emissions from diesel engines and using non-toxic antifouling products.

The Principality has a final weapon in its fight for biodiversity, clean water and climate change: celebrity allure. “During the next Monaco Yacht Show in 2021, the Foundation will host its fifth Monte-Carlo Gala for

Planetary Health,” explains Wenden. The 2020 edition seated scientists and environmentalists alongside A-list movie stars. Auctioned items included an artwork from street artist Banksy. Plus an incredibly daunting tennis match, with the winning bidder partnering the world’s number one, Novak Djokovic.

A final Gala auction prize was a week’s charter for 12 guests aboard *La Datcha*, a 77m Ice Class explorer yacht, which charters with Camper & Nicholson’s from €740,000. It shows that luxury yachting can raise awareness and boost funding for the industry’s most noble cause. Just as Prince Albert I proved a century ago.

IMAGE Much of Corsica’s crystalline coastline is protected, making the island a popular escape from the French and Italian Rivièras.





CHARTER MARKETING

Yachts are *compelling stories* waiting to be shared

A good story shares the facts. A great story mixes in heritage, topical reference and a generous splash of glamour. Our Charter Marketing division has the background to make a yacht 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.

Camper & Nicholsons International

SALE & PURCHASE | NEW BUILD
YACHT MANAGEMENT | CHARTER
CHARTER MARKETING
CREW PLACEMENT | INSURANCE

www.camperandnicholsons.com
cni@camperandnicholsons.com
+33 6 01 33 47 88 (Whatsapp)

SECTION 2

PERSONS OF INTEREST

PERSONS OF INTEREST

Marcel Wanders &
Gabriele Chiave

14

PERSONS OF INTEREST

Ian Moore,
VistaJet

22





IMAGE Marcel Wanders (right) & Gabriele Chiave (left).

PERSONS OF INTEREST

Marcel Wanders & Gabriele Chiave

WRITTEN BY TRISTAN RUTHERFORD

Marcel Wanders and Gabriele Chiave run Holland's hottest design studio. The pair gifted "humanistic" usability to KLM cutlery and Alessi products. Hold tight as the design duo consider the ultimate superyacht. One that would instill maritime spirit from the inside out.

Gabriele Chiave once spent a year flying around the world in KLM Business Class. The Creative Director of Marcel Wanders studio was asked to design a new table service for the Dutch carrier. "Every airline's offering wasn't very exciting," says Chiave. "All square white plates. Our studio worked on the project for four years to balance function, security, weight and stacking, creating a sophisticated restaurant service."

Marcel Wanders studio's KLM table service is a modern Dutch classic. Porcelain, linens and glassware sing with elegant simplicity. Filigree cutlery pairs functionality with heft. Yet the new table service is far lighter than the original, reducing both airplane weight and CO₂ emissions. "I spent weeks in the galley watching the cabin crew work," Chiave recalls.

The Amsterdam based studio takes an "intensely humanistic" approach to design. When styling private residences, teams have been known to spend weeks with clients "to understand what triggers them," in Chiave's words. Nearly 2,000 designs have instilled playful functionality into sofas, rocking chairs and pepper grinders for clients like Roche Bobois, Yves Saint Laurent and Alessi. "We design everything from a hotel to a toothpick," says Chiave. "We create objects that

travel the world. They are storytelling designs that carry a brand's messages and values. They have legs."

The studio's story started in 1995. Its founder, Dutch designer Marcel Wanders, crafted his famed Knotted Chair using high-tech aerospace fibres. It's a romantic, decorative and, most importantly, comfortable recliner. The iconic seat now resides in New York's Museum of Modern Art. Over 25 years on, Wanders says that the Knotted Chair distills his studio's design ethos: "It will never be out of date because it draws on the traditions of yesterday while using the technology of tomorrow. Our studio creates work that may seem familiar at first glance yet is ultimately surprising and contemporary because nobody has ever seen the like before."

Just like the Andaz Hotel in Amsterdam. This landmark establishment sits a ten-minute cycle ride from both Marcel Wanders studio and the Rijksmuseum. It appears as luxuriously appointed as any top hotel. Yet delve deeper and guests will find armchairs that look like tulips. Blue and white motifs inspired by Dutch Delft ceramics. And reams of books that recall the hotel's previous incarnation as a public library. "By weaving traditions into a design - through typography, shapes, craft, colour schemes - we embrace heritage," says Wanders. "While at the same time, we reimagine and play with it."

Like starchitects Norman Foster and Philippe Starck, could Marcel Wanders studio design a superyacht?

Imagery around the Andaz Hotel speaks of the Dutch Golden Age. During the 17th century, Holland ruled the world in science, art, trade and tech. The roots of this economic boom can be understood by any armchair economist. The Dutch used free energy to power windmills and sawmills. Which allowed well-nourished craftsmen to construct massive fleets. In turn, these ships pioneered trade with Asia. The world's oldest stock exchange (now part of the Euronext Index) allowed enterprise to pursue long term profits. Perhaps most importantly, a huge migration of skilled labour - protestants from France, Jews from Iberia - imported new ideas to the Dutch Republic.

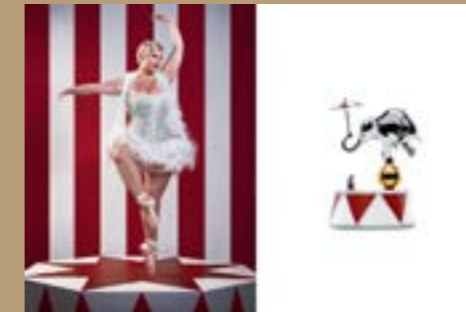
Gabriele Chiave understands the resonance today. "For hundreds of years, Holland embraced different cultures and different products," muses the studio's Creative Director. "I think this helps Dutch designers embrace polarities and combine them to create architecture and design." Like Chiave, who grew up in a diplomatic household with stints in Buenos Aires, Dakar, Caracas and Rome, the 52 staff members at Marcel Wanders studio are drawn from around the world.

Dutch yacht design has embraced similar world-beating values. The new Feadship site in Amsterdam claims to be "the most eco-friendly superyacht yard in the world". Fuelled by waste-to-energy sources and 2,000 solar panels, it also has an enviably low electricity bill. Oceanco's 107m sailing yacht *Black Pearl* can cross the Atlantic on just 20 litres of fuel (by using its spinning propellor as a turbine generator) at speeds of up to 30 knots. Amels and Heesen have pioneered similar eco-chic projects.

The current Golden Age of Dutch yacht building begs another question. Like designers Norman Foster and Philippe Starck, could Marcel Wanders studio create their own superyacht?

"I think it would be super interesting," says Chiave. "Our studio does interior design on all levels, from six star hotels to large private residences. The other part of our studio designs products from lighting to furniture to accessories. So a yacht would be like any of our super big luxury projects which combines all our expertise. This one just happens to float!"

IMAGES FROM TOP LEFT Ballerina, Alessi Circus. New Antiques for Baccarat. Knotted Chair.





IMAGES FROM LEFT KLM Business Class Table Ware. Mondrian Doha Atrium.





“A well-delivered project is like a child: the mother and father both need to recognise their influence in the product design.”

“Starck created a statement (with the 119m superyacht *A*),” continues Chiave. “People remember it.” As did Norman Foster with 43m *Ocean Emerald*, a stylish metallic swoosh that charters in South East Asia with Camper & Nicholsons. Of course, any prospective yacht design from Marcel Wanders studio “would be supported by the best experts in the field” of naval architecture. Fending off a designer’s ego is also key. “A well-delivered project needs to reflect both the DNA of the designer and the company,” agrees Chiave. “Their influences need to be recognised in the final result.”

How would a possible yacht look? “At the Monaco Yacht Show the boats I see are all very high-tech, sleek and technologically modern,” says Chiave. “The feeling inside is similar.” On some vessels, the proximity of the ocean seems distant. “Although you’re floating on the sea I don’t think that (many yachts) transfer the beauty of nature, which I believe could be far more connected. We could create a further sense of cosiness and warmth through a certain design narrative and natural materials. That could be something interesting to explore.”

A prospective yacht design could also tell stories through maps, objects and furniture. Just like the studio’s new VIP area at Amsterdam Schiphol, which opened in 2020. “We believe that ignoring the past today will not make our future,” concludes Chiave. Tomorrow’s Marcel Wanders studio superyacht could be with us sooner than you think.

IMAGE *Ocean Emerald* yacht.

PERSONS OF INTEREST

Ian Moore, VistaJet

WRITTEN BY TRISTAN RUTHERFORD

VistaJet is the world's only global aviation company. Their enviable little black book of contacts includes top chefs and secret islands. The ultimate offering is VistaJet-to-Yacht. This new service, in patnership with Camper & Nicholsons, seamlessly connects private jets to private yachts in one-of-a-kind destinations.

Ian Moore has been Chief Commercial Officer of VistaJet since 2010. He's familiar with every airstrip from Ibiza to Ushuaia. "In 2020 the British Virgin Islands proved popular," says the New York-based Australian. His private jet guests frequented Beef Island Airport, a sand-trimmed tarmac strip. From there he'd arrange a seamless speedboat service to Necker, Sir Richard Branson's private island.

For Moore, making private connections to unique destinations is all in a day's work. "We've been offering this kind of concierge service for the last few years," he explains. "We call it the Private Office." Think of it as a well-connected best friend, who can "source tickets to a show, exclusive use of a resort, basically anything rare or one of a kind." His Little Black Book of contacts is woven together by VistaJet. As the world's only global private aviation company, it has over 70 silver-and-red-striped jets on call.

Curiously, the VistaJet CCO didn't dream up the Private Office concept. His clients did. "We don't

want to monetise our customer base," says Moore. "That's not our business model. Instead our regular flyers have told us about these amazing places. My colleagues will then ask them: "why was that remote island, or particular resort, so appealing?" Recommendations are then logged and systemised as Private World partners, to be shared among an airborne elite.

Service must be better than First Class. VistaJet connects 187 countries. Put bluntly, if their uniquely globalised customers require assistance, they need it now. "We have teams in London and New York to action Private Office requests," explains Moore. "Plus operators in LA, Hong Kong, Dubai and Malta." A worldwide spread helps VistaJet to understand the global citizen. "We look after people who are looking for adventure," says Moore. "Guests who are looking to expand both their personal life as well as professional lives." Especially those who want to sip Château Pape Clément at 13,700m (45,000ft), thereby avoiding commercial aviation traffic.

IMAGE VistaJet Global 7500.





IMAGES, FROM ABOVE VistaJet Global 6000 on runway. Water sports pavillion on Necker Island in the British Virgin Islands.

Private jet traffic has skyrocketed, he claims, not only as “commercial airlines have decreased their routes, but because of the many different touch points, something like 700 in commercial compared to 20 when flying private.”

Moore summarises his Private World service. VistaJet-to-Island seamlessly connects travellers to destinations like Necker in the BVIs. VistaJet-to-Slopes can deliver guests to Courchevel’s 537m-long Alpine airstrip, from where a trusted partner will whisk them to a luxurious ski lodge. VistaJet-to-Suite can expedite guests from, for example, LAX’s Private Suite terminal, which was converted from a former cargo facility to avoid aggressive paparazzi, or from the non-commercial Van Nuys Airport, where scenes from the movie *Casablanca* were shot. Passengers are then escorted to the Hotel Bel-Air, an establishment beloved of Grace Kelly and Audrey Hepburn, within 30 minutes.

There was just one element missing in the Private World program. An omission that was solved in late 2020, when Camper & Nicholsons partnered to create VistaJet-to-Yacht.

“We created the ultimate iteration of Private World due to the obvious increase in demand for private yachts,” says Moore. “Because let’s be honest, 2020 was probably a year that people wanted to escape the crowds.” The Greek Islands have always been popular with VistaJet airplanes, all which contain the same hand-stitched Italian leather seats and

flight attendants trained at London’s British Butler Institute. The new star is Croatia. “The country has become extremely popular with our customers.” Not least as owners and guests can land at island airports like Brač and Lošinj, which are ringed by the teal blue Adriatic Sea, then hop on a yacht a few minutes after disembarking.

“The key private aviation driver has never been money,” explains the VistaJet CCO. “Our clients are focused on safety and efficiency.” Private jet traffic has skyrocketed, he claims, not only as “commercial airlines have decreased their routes, but because of the many different touch points, something like 700 in commercial compared to 20 when flying private,” which makes VistaJet a less public alternative. “That’s why the Camper & Nicholsons partnership has been really well received by our clients. They want their entire journey to be completely safe.”

Where to next? “In the Northern Hemisphere leisure travellers (which comprise approximately 75% of VistaJet’s business in the region) usually look for sunny destinations,” says the Australian, whose career has included stints in India, West Africa, the Middle East and London. “The Maldives has become a great place to escape the crowds.”



This chain of 26 atolls straddling the equator is blessed with 1,192 islands. Which in turn host a dozen airstrips dotted across 90,000km² of sea. Here the 64.5m Benetti *Silver Angel* brings the archipelago alive with A-grade toys. Ride three Novurania tenders, brand new Seabob underwater scooters, 16 sets of scuba diving equipment and a giant waterslide.

“The Seychelles will never be a number one destination,” says Moore, referring to the Indian Ocean nation’s desire for low-density, high-value tourism. But the country’s 115 islands and eight National Parks (two terrestrial, six marine) attract sailors in search of birdlife, conservation projects and awe-inspiring species including the giant Aldabra tortoise and tree-climbing coconut crab. *Silver Angel* can be chartered here too. As can a VistaJet plane. “We fly to 96% of the globe,” continues Moore. “And the places we don’t fly to, you simply can’t get to.”

Perhaps the most adventurous topical destination is Indonesia. Little wonder, as boats have been the only way to access the nation’s 18,000 islands since

the dawn of time. Here the 26m wooden schooner yacht *Sequoia* can tiptoe gently through an ocean alive with 1,000 species of fish and 500 species of coral. Her PADI dive centre and ten sets of scuba gear are best used in Raja Ampat, the most biodiverse marine location on planet earth. With a draft of just 2m, *Sequoia* can also reach intimate beaches for rainforest hikes guarded by macaque monkeys and flying foxes. And as Moore will note, because Indonesia spans a similar distance as that of London to Dubai, it has several hundred airports to choose from.

In 2021 Moore’s newest launch might come as a shock. VistaJet’s Little Black Book of contacts will become public - at least for private jet guests. “We’re putting together a physical book for our members, which will detail our favourite resorts, chefs, islands and yachts.” Like the airline itself, the boutique book will distill only the finer things in life. “We don’t want to be the biggest,” concludes Moore. “We just want to be the best.”

PREVIOUS PAGE Family enjoying kayaking next to *Sequoia*.
BELOW Superyacht *Silver Angel*.
NEXT PAGE, FROM TOP Dining inside VistaJet Global 7500.
Ian Moore, CCO of VistaJet.



“We fly to 96% of the globe,” continues Moore. “And the places we don’t fly to, you simply can’t get to.”





CHARTER

Private cruising to contemporary culture and timeless islands

Every Camper & Nicholson's charter is a once-in-a-lifetime experience. Some guests prefer the discretion of the Italian Riviera or Croatia's 1,250 islands. Others are tempted by culinary history and secret beaches in ports from Indonesia to the Arabian Gulf. Our unique knowledge bank, which includes feedback from captains, brokers, travel editors and guests, distils up-to-date travel knowledge to craft the perfect voyage.

Camper & Nicholson's International

SALE & PURCHASE | NEW BUILD
YACHT MANAGEMENT | CHARTER
CHARTER MARKETING
CREW PLACEMENT | INSURANCE

www.camperandnicholsons.com
cni@camperandnicholsons.com
+44 7584 133 312 (Whatsapp)

SECTION 3

CHARTER YACHTS

CHARTER YACHTS

Two owners' account

32



CHARTER YACHTS

Two owners' account

WRITTEN BY TRISTAN RUTHERFORD

Guest aspirations are changing. As are the locations covered by the world's most luxurious charter yachts. The owners of *Monara*, *Q* and *Parsifal III* discuss management, refits, chefs and toys. And how to create the ultimate charter experience.

Owni ng a beautiful yacht has an unexpected bonus. Just ask Roeland Pels, whose 26m Feadship graces the Western Mediterranean like an art deco gem. "When you come into a marina, the harbour master will say 'there's always a place for *Monara* here!'", he smiles. "I'm a proud owner, definitely.

Roeland Pels has a particular passion for classic Dutch yachts. "*Monara* comes very close to the old classic sailing boat lines," he explains. "There is something that strikes you at first sight. Then when you step on board you witness that classic charm and top Feadship quality."

The passion for *Monara* goes back decades. Originally launched in 1969, she was owned by an Italian banker, then by an English lord who welcomed royalty and celebrity aboard. Period images show groovy guests - wearing flares and deck shoes - drinking cocktails

with their richly attired captain. Only her original yard could restore her former glory. "Feadship is owned by the De Vries family," explains Pels, who commissioned a full refit in 2016. "They had a real click with *Monara* because the younger directors said 'we remember playing on her while she was being built'. They had a very intimate feeling with the boat."

The Feadship overhaul five years ago was all consuming. Noise insulation was added, air conditioning was modernised. A floor level window now looks into the engine room, where *Monara's* original (and highly fuel efficient) Gardner engines were lovingly renovated. The Dutch yard also added a bulbous bow to add buoyancy and comfort while cruising. "In the bow and in the stern they installed underwater cameras," says Pels, which stream live images to the bridge, into the cabins and on to guests' iPhones. "We recorded videos of dolphins swimming with the boat between Sardinia and Corsica."

IMAGE The classic yacht *Monara*.





“We’ve had well known guests who told us ‘we love her size because it gives more choice of anchoring closer to shore’.”

There’s one problem with owning such a special yacht. Mass charter marketing just won’t work. “Classical boats like *Monara* attract a certain kind of guest”, explains Pels. “People who charter not for maximum speed, but for comfort, with their family or friends.” Privacy is another appeal. “With Covid it was better to stay away from the maddening crowds,” continues Pels, whose guests particularly adore *Monara*’s lofty top deck with sun pads, bar and retractable barbeque, which appears suspended above the ocean. “We’ve had well known guests who told us ‘we love her size because it gives more choice of anchoring closer to shore’.” A Williams jet tender, fishing rods and waterskiing equipment sum up her tranquil charm.

Pels deems it best to enjoy, rather than manage, the charter operation. “I’m very happy I’m in the fleet of

Camper & Nicholson’s,” he explains. “Without them you do not find your worldwide clientele. There’s a quality attached to them that is totally impossible for an individual owner to match.”

Any final cruising advice? “I shouldn’t give up all my secrets,” laughs Pel. “I lived in Monaco in the 1980s so I love Italy, Corsica and the Cote d’Azur.” Now he prefers to sail out of Barcelona. “We’ve got a charter license for the Iberian Peninsula and the Balearics, plus of course French and Italian licenses, so I can enjoy my favourite anchorages in northern Menorca.” Bookings are getting longer too. “We have various people that have come for 10 or 14 days. Plus guests who have chartered for four consecutive years.” With a timeless yacht like this, who can blame them?

IMAGES *Monara*’s sundeck.

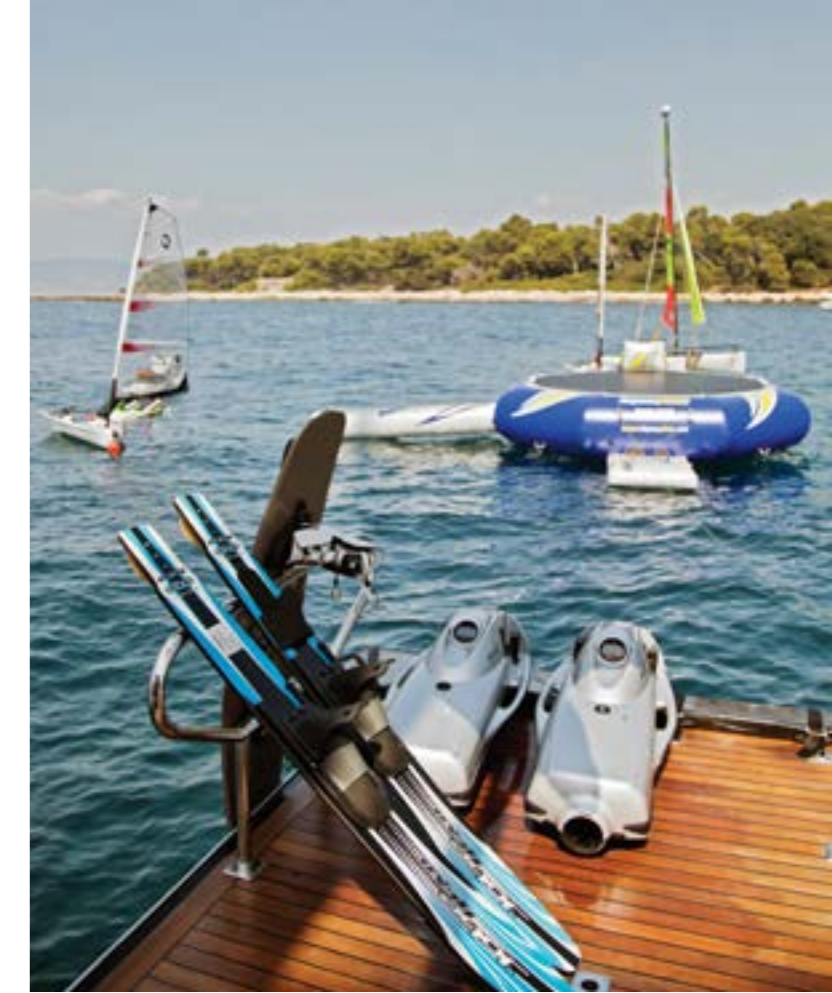


“You require the right crew with the right management behind it. That’s why I’d say we are among the most successful charter boats that Camper & Nicholsons has had in their fleet.”



Such flexibility has extended the charter reach of both *Q* and *Parsifal III*. “We always had a preference that, even if we were on board ourselves, the charter always takes priority,” says Vibe-Petersen. “So even if we were in the middle of our holiday we were always prepared to jump in the water and swim to the closest island to find a hotel.” Instead of swimming one hopes he would utilise his Seabob F5 SRs, purchased in 2020, “which have built-in video cameras and are very cool”.

PREVIOUS PAGE Enjoying the beach platform on superyacht *Q*.
IMAGES FROM LEFT Superyacht *Q*'s deck. Sailing yacht *Parsifal III*.
Variety of watertoys and inflatables available on *Parsifal III*.



Kim Vibe-Petersen is another passionate yacht owner. The Dane describes “a kind of freedom” that comes from owning A-grade sailing yachts. “It switched me on straight away when I entered this business 30 years ago.”

It helps when your assets include a 54m Perini Navi and a 52m Alloy Yachts. The former, *Parsifal III*, won five awards on her 2005 launch including Superyacht of the Year. She can sprint at 18 knots, with a flotilla of personal sailing dinghies, windsurfs and a Hobie Cat racing alongside. *Q* is equally special. Dubois styled her javelin racing lines, which were sculpted by Alloy Yachts. Raymond Langton designed her interiors. High performance North Sails grant her

all-ocean capability. Her ‘armada’ of toys were built to race: Laser dinghies, wakeskates, a Castoldi jet tender. Both of Vibe-Petersen’s sailing yachts prowl the Mediterranean and Caribbean like maritime thoroughbreds.

Passion breeds success. “I love to create that special environment for the charterers,” explains Vibe-Petersen. “You require the right crew with the right management behind it. That’s why I’d say we are among the most successful charter boats that Camper & Nicholson’s have had in their fleet.” So successful, in fact, that *Parsifal III* was booked solid for three years on launch, meaning the Vibe-Petersen family could hardly use her at all until 2009.





“Five or six years ago we also had charters all the way up to Finland passing Norwegian landscape and Swedish landscape. That was pretty amazing.”

The Vibe-Petersen family have jumped back onboard at fabulous locales. “We had a three month charter that visited Cuba and Jamaica and the Panama Canal,” the Dane explains. “Cuba was exciting for both us and the charterer because the island has a different atmosphere (to other Caribbean destinations).” Regular Caribbean haunts for *Q* and *Parsifal III* include “St Barths and Antigua, right down to Mustique and Union Island,” near the Tobago Cays National Marine Park, where uninhabited islets and coral reefs support green turtles, iguanas and coconut trees.

As an experienced yacht owner, Vibe-Petersen has seen demand grow for more off-the-beaten track cruising. “Five or six years ago we also had charters all the way up to Finland passing Norwegian landscape and

Swedish landscape. That was pretty amazing,” he says. It’s worth noting that such destinations “particularly appeal to repeat charter guests. On *Q* and *Parsifal III* we welcome about 75% repeat clients, which must mean we deliver the quality and good experience to attract them back. Some years we’ve been at 90%.”

As well as his two yachts, Vibe-Petersen is also happy to share his favoured cruising destinations. “Our favourite spots are down in Sardinia,” he concludes. “Although a few years ago we also anchored off Stromboli off Sicily (one of Italy’s three active volcanoes). We watched fireworks erupt from the volcano while playing Andrea Bocelli on deck. Not even Disney World can compete with that.”

IMAGE Fishing village in the Lofoten Islands, Norway.



NEW BUILD

Delivering new build yachts for *over two centuries*

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.

Camper & Nicholsons International

SALE & PURCHASE | NEW BUILD
YACHT MANAGEMENT | CHARTER
CHARTER MARKETING
CREW PLACEMENT | INSURANCE

www.camperandnicholsons.com
cni@camperandnicholsons.com
+44 7584 133 312 (Whatsapp)

SECTION 4

CHARTER DESTINATIONS

CHARTER DESTINATIONS

Your next destination

44



YOUR NEXT

The best charter destinations were built on boats. New England serves an uncommon slice of American adventure with shark spotting, mountain biking and historical hikes. The Balearics' best bits are boat-only bars and bays. Need a wellness break? Try a Thai massage while anchored off 1,420 tropical islands.

DESTINATION

WRITTEN BY **TRISTAN RUTHERFORD**

IMAGE Sailing yacht *Blush*.



THAILAND

Where wellness is a way of life

In Thailand a massage, rather than a medical appointment, is seen as the first line of defense. So ingrained is the art of stimulating and stretching, that UNESCO recently added Thai massage to its Cultural Heritage list. Practitioners are licensed by the Ministry of Public Health. Even burly Thai fishermen, who wouldn't be seen in a salon, relax with a massage after a day at sea.





Thailand's numerous islands garland both the jade green Andaman Sea coast and cobalt blue Gulf of Thailand.

Traditional Nuad Thai massage is far removed from coconut oil rubs and rhassoul clay scrubs. This age-old method manipulates the body - using elbows, hands, knees and feet - to unblock energy obstructions. When Thailand became centralised in the 19th century, the technique added geographic elements of Indian ayurveda, Chinese herbology, acupressure and assisted yoga. As the only Asian nation to escape colonisation, Thailand slowly transformed its unique wellness offering into the modern Thai massage enjoyed today.

The best massage destination? We'll give you 1,420 of them. Thailand's numerous islands garland both the jade green Andaman Sea coast and cobalt blue Gulf of Thailand. Each one promises lapping seas, swaying palms and sunsets that explode like a Mark Rothko canvas. Every day of the year.

Charters on Thailand's western Andaman shore start in Phuket. On Thailand's largest island the airport-to-yacht turnaround is 20 minutes flat. Phuket boasts Ironman bike trails, street food and joss-scented spas. New arrivals might prefer onboard massages, Singha beers and a movie screened on deck. We humbly

suggest *The Beach*. It was filmed on Koh Phi Phi Island across the bay.

Sail away from Phuket for constellations of limestone islands. Each one is wrapped with emerald forest; nature's gift to those in search of wellness. The Similan Islands should be explored first. Guests can explore icing sugar beaches - aside from those reserved for nesting hawksbill and green turtles. Under the waves, Andaman Sea currents have carved limestone boulders into snorkel-friendly arches and hidey-holes for pilot jacks and triggerfish. As a National Park, not a single hotel sullies the Similan Islands. If you wish to stay over, bring a tent or a luxury yacht.

Richelieu Rock was discovered by the grandfather of scuba, Jacques Cousteau. One of the world's most celebrated dive sites, this undersea mountain is riddled with tunnels, pinnacles, ridges and caves. A Camper & Nicholson's yacht carries underwater photography equipment to capture colourful processions of pineapplefish, which look like a cargo of tropical fruit jettisoned into a topaz sea. Whale sharks make even grander apparitions to snorkelers and scuba divers alike.

PREVIOUS PAGE Massage service under palm trees, Phuket. IMAGES FROM TOP LEFT Coral patch, Richelieu rock, Andaman Sea. 26m Yacht *Rang Noi Princess*. Statues depicting a Nuad Thai massage move, Bangkok. Relaxing on Ko Phi Phi Island, where the famous movie *The Beach* was filmed.

We suggest *L'Odyssee*, the Jacques Cousteau movie biopic, which features as many islands as Thailand itself.

The Surin Islands are softer, sandier and more isolated than the Similans. The five island archipelago resides in a wondrous marine park near the seldom-sailed Myanmar border. The tranquility is a spa in itself. Yachts like 26m *Rang Noi Princess* bring the Surins to life. Balconies unfold from both sides of her saloon, creating a terrace over the water for dining, reclining and, if desired, seaside massage. Kayaks and paddleboards promise low impact exploration in a watery kingdom of travellies, boxfish, maskrays and butterflyfish. *Rang Noi Princess's* oversized screen can show further Technicolor adventures in the saloon. We suggest *L'Odyssee*, the Jacques Cousteau movie biopic, which features as many islands as Thailand itself.

The Gulf of Thailand, on the country's eastern coast, is an island-dotted elysium. Selecting a favourite island here is like choosing a favourite child. Not least as seabed morphology sculps vast underwater ridges, creating coral-rich feeding grounds for Bryde's

whales and dugongs. Koh Tao is the best island for divers. Koh Kut is focussed on fishing, and would fall over if it were any more laid-back. Koh Chang, Thailand's third largest island, is closer to Cambodia, and pairs rainforest peaks with coral reefs.

For simple seclusion, command your captain to the Ang Thong National Marine Park. Of the 42 islets, only a single one is inhabited by nomadic sailing families. The rest are populated with langur monkeys, iguanas and while-bellied sea eagles, which blithely disregard this no-catch fishing zone. Snorkel to spy grouper and parrotfish. A warm Thai oil massage will soothe muscles after.

All too taxing? Your tender will escort you to Koh Samui's Anantara Spa. This 3,000m² resort specialises in herbal compresses, hot stone therapy and detoxifying green tea scrubs. For tougher sailors, the spa also offers the traditional Nuad Thai elbows-and-knees regenerative rub.

IMAGE Paradise beach on Ang Thong National Marine Park.



NEW ENGLAND

A maritime legend

New England was built on boats. Precisely 500 years ago, 132 religious pilgrims boarded the 30m *Mayflower* from Plymouth, England, for the New World. Their transatlantic crossing was rough. October swells washed one passenger, John Howland, overboard. By God's grace he grabbed a rope and was heaved back onboard after sinking 4m below the waves. One child, Oceanus Hopkins, was born on ship. While a second, Peregrine White, was born at anchor off Cape Cod. He lived to the ripe old age of 84.



The Vanderbilts funded America's Cup challenges against classic Camper & Nicholsons yachts.

Would the pilgrim fathers enjoy Cape Cod today? Possibly not. Their puritanical views scorned female emancipation and mixed couple dancing - lest it lead to fornication. During the first half of the 20th century, wealthy New Englanders gilded the Cape Cod peninsula with Gatsby-like mansions and legendary parties. The Atlantic promontory also supported radio communications with American aviator Amelia Earhart. Later in the 20th century, John F Kennedy turned the Cape Cod village of Hyannis Port into the 'summer White House'. JFK would frequently sail to Nantucket, a lost-in-time Atlantic isle, on his classic cruiser 28m *Honey Fitz*, while indulging in local wine and the company of Marilyn Monroe. Spoiler alert: there may have been mixed couples dancing onboard.

Newport, Rhode Island, is the yachting capital of the six New England states. America's commercial royalty, the Astors and the Vanderbilts, built what they laughably called 'cottages' - which referred to ocean view castles like The Breakers, which has 9m-high gates, a 220m² dining room and a library fireplace taken from a 16th century French chateau.

The Vanderbilts funded America's Cup challenges against classic Camper & Nicholsons yachts. The family also escaped to the island of Martha's Vineyard. With 18 beaches, the island has a sandy activity for everyone. Think bodysurfing at Long Point. Birdwatching for oystercatchers at Cape Poge. And coastal hiking at Menemsha Hills. Indeed 'Vineyarders' are apparently so contentedly isolated that they refer to the mainland, a mere 10km away, as 'America'.

A classic destination requires a classic yacht. *Cetacea*, a 40m Feadship, is new to the charter market. She dates from 1970, the year the Boeing 747 commenced service from New York's JFK airport. Her art deco elegance turns heads along New England's 9,500km coast. While her award-winning chef can turn Maine lobster, Wellfleet oysters and blue crabs into rolls, po'boys and New England crab cakes. *Cetacea's* enormous upper deck contains an outdoor Miele grill. Guests are encouraged to hook a striped bass for the barbeque using her extensive fishing equipment. Staff can source accompanying craft beers from Cape Cod: try Devil's Purse, Barnstable Brewing and the Naukabout Beer Company.

PREVIOUS PAGE *Mayflower II*, a replica of the 17th century *Mayflower* moored off State Pier in Plymouth, Massachusetts.
IMAGES FROM TOP LEFT Luxury yacht moored at the Vanderbilt Residences, Newport, Rhode Island. Onboard *Cetacea*. Plymouth Plantation reproduction of Pilgrim's village. The classic yacht *Cetacea*.





Provincetown is another unexpected slice of America. The artists' colony scorns cars along its Atlantic shore: cool cats ride around by bike. The Province Lands Bike Trail runs through cranberry bogs (although the best cranberries are grown in Maine, a short sail north). The Beech Forest Trail is raised wooden walkway where leaves turn amber each autumn. Rising populations of grey seals have encouraged another New England visitor. Great white shark sightings should be logged on Provincetown's Sharktivity App, keeping both sharks and swimmers safe. Other common sightings include breaching humpbacks whales. There's plenty of ocean to support both species - sail east and it's next stop Portugal.

Charters should finish in Plymouth, Massachusetts. 'America's Hometown' was where the pilgrims set up home in 1620. They struggled through their first winter until a Thanksgiving feast was held to repay Native Americans, who had helped them in times of need. Modern feasts are best burnt off in the nearby Myles Standish State Forest. Atlantic forests of bear oak and huckleberry offer kayaking, fishing and swimming opportunities aplenty. Plus 25km of bike routes and 50km of horseback trails. A final hike to the National Monument to the Forefathers will conclude a continental odyssey.

IMAGE A colony of grey seals basking on a sandbar on Monomoy Island, Cape Cod, Massachusetts.



BALEARICS

The ultimate chillout zone

Vintage tourism posters called Ibiza 'La Isla Blanca'. The White Island still pairs sugar cube houses with snow powder sands. The petite cove of Portinatx has beaches so white, and seas so turquoise, that it doubled for French Polynesia in the movie *South Pacific*. Need to see more? Ibiza has 80 similar beaches to explore. Yet Ibiza is an island of two halves. By night it welcomes the ghosts of hedonism past: Jimmy Hendrix, Janis Joplin, Bob Marley. Hippy-chic beach bars serve watermelon mojitos and line-caught ceviche to a barefoot bling crowd.



A new breed of superyacht marinas have made Ibiza and her three Balearic neighbours a sand-sun-sass go-to.

In the 1980s a new wave of party goers was welcomed by yachtsman-hotelier Tony Pike. Pike's Hotel was the location of Freddie Mercury's 41st birthday. "The most incredible example of excess the Mediterranean island had ever seen" featured a dissolute cast including Julio Iglesias, Grace Jones, Tony Curtis and Jean-Claude Van Damme.

Modern Ibiza is a distillation of each decadent era. The island hosts vegan cafés, yoga retreats and family-friendly daytime discos. Plus pulse-popping superclubs that serve bottles of Hendrick's around VIP tables, which a telephone call from a Camper & Nicholsons' captain can secure.

A new breed of superyacht marinas have made Ibiza and her three Balearic neighbours a sand-sun-sass go-to. Marina Botofoc pairs superyacht moorings with hip stores, with awesome views of Ibiza's UNESCO-protected Old Town. Porto Adriano in Mallorca was

designed by Philippe Starck, more as a seaside escape than a concrete quay - a result achieved by hiding the parking lot under an alfresco wine bar. Legislative changes have allowed more yachts to obtain a Balearic charter license. Which opens the archipelago's 375 officially recognised beaches, across 1,700km of coastline, to thrill-seeking charters.

Choose your charter yacht wisely. The 45m *Blush* was built by Perini Navi to speed through the Balearics in silence. She's the perfect yacht for a family party. Her forward tender pit converts into a relaxing zone with oversized cushions, a speaker system and chilled beers on demand. At anchor, *Blush's* mast pulls to one side, allowing guests to dive headlong into the Mediterranean. The swimming platform and rear transom offer further water access.

PREVIOUS PAGE Binibeca village. Minorca.
IMAGES FROM TOP LEFT Sailing yacht *Blush*. Outdoor restaurant at Cala d'Hort beach, with a fantastic view of the mysterious island of Es Vedra. Cala Mitjana, Menorca. Ibiza's beautiful old town.





Elena Nueve's captain has an intimate relationship with every Balearic restaurant, superclub, wellness studio and beach bar.

Elena Nueve is another Italian-built yacht with a flotilla of toys. The 37m Benetti is a tri-deck: imagine a tranquil lower deck, a rocking main deck with twin barbeques and outdoor bar, all topped by a Jacuzzi on the fly-bridge. Towables, inflatables and a pop-out rear swimming pool can be prepared with ease. Most importantly in this dynamic region, *Elena Nueve's* captain has an intimate relationship with every Balearic restaurant, superclub, wellness studio and beach bar.

Those without a private yacht will struggle to score a coconut Colada Fresca cocktail at a Playa Illetes beach bar. That's because it's one of the ten best beaches in the world, with table reservations snagged far in advance. On the tip of tiny Formentera, this golden sand sliver points towards Ibiza across a limpid playground of cerulean sea. At dawn or dusk come for jogs, strolls or private swims. At these hours beach visitors are essentially limited to those with their own private yacht anchored offshore.

Menorca is the second largest Balearic island. The beach of Cala Mitjana sums up the island's sandy spirit. Car parking is impossible. The coastal trail is impassible. Leaving a tranquil triangle of sand for the sailing elite. If this particular cala isn't to a charter guest's liking, another 99 beaches are a short sail away. And because the entire island is one big UNESCO biosphere reserve, all Menorcan sands are categorically pristine.

A handful of Balearic islands lie off the map. Tagomago claims to be the world's most exclusive private island. Sa Dragonera is a boat-only escape carpeted by 361 species of plant. Es Vedrà is a 413m-high speck inhabited solely by falcons and wild goats. The latter island perfectly encapsulates the Balearics' bohemian promise. Because Es Vedrà is so tricky to reach without a private yacht, some Ibizans claim it's a secret sanctuary for UFOs.

IMAGE Motor yacht *Elena Nueve* and her watertoys / inflatables.



YACHT INSURANCE

Insuring your *precious asset* against unforeseen events

Today's superyachts are sailing farther than ever before, with a crew complement that ranges from submarine engineers to onboard masseurs. This makes marine insurance too important a business to be left to a sub-contractor. Our bespoke in-house risk management service, governed by a team of naval architects, medical insurers and former merchant ship managers, provides a one-stop-shop for Lloyds of London insurance markets.

Camper & Nicholsons International

SALE & PURCHASE | NEW BUILD
YACHT MANAGEMENT | CHARTER
CHARTER MARKETING
CREW PLACEMENT | INSURANCE

www.camperandnicholsons.com
cni@camperandnicholsons.com
+33 6 47 91 05 45 (Whatsapp)

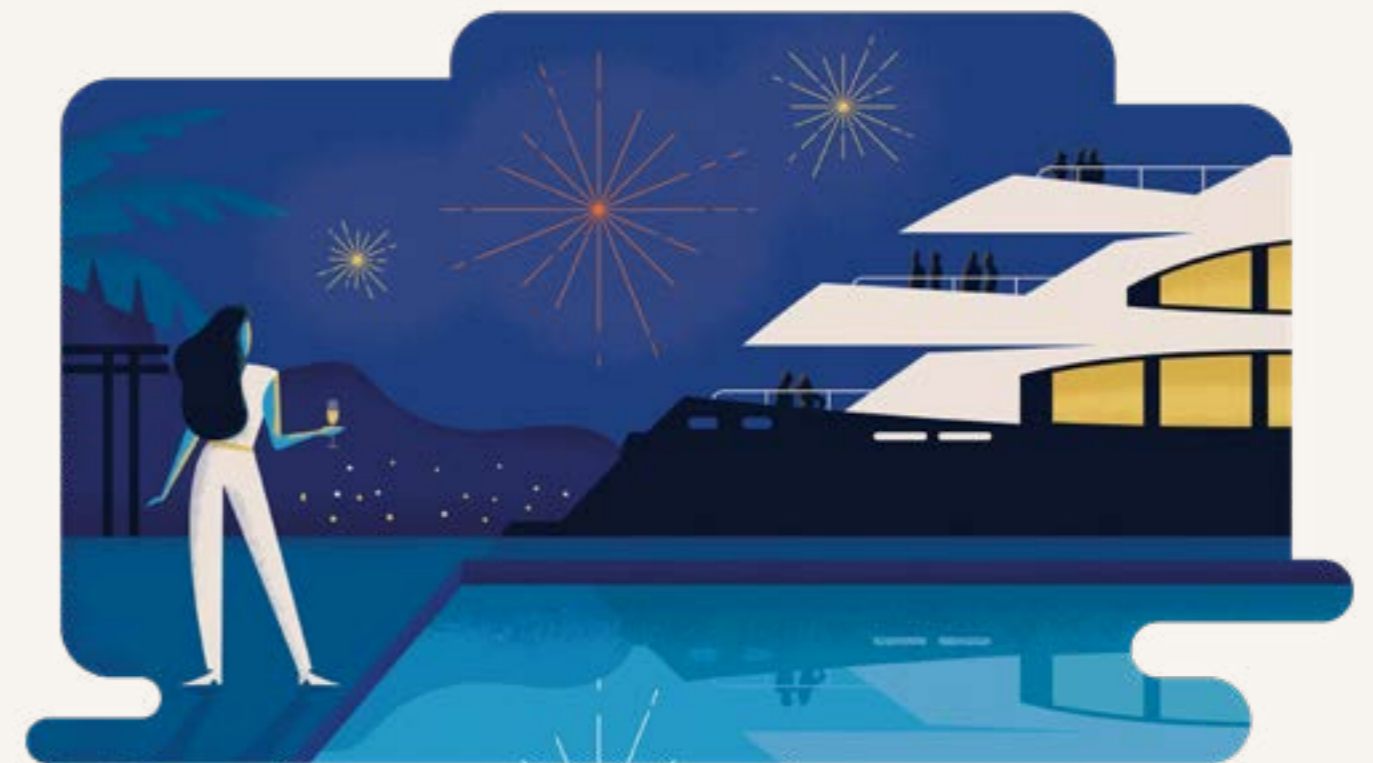
SECTION 5

CHARTER CAPTAINS

CHARTER CAPTAINS

First time charters

66



CHARTER CAPTAINS

First time charters

WRITTEN BY TRISTAN RUTHERFORD

Trending and *Okto* are industry-leading charter yachts. Their captains reveal how to craft the perfect first time charter. And how experienced guests are requesting eFoils, contra-flow pools and destinations barely dreamt of a decade ago. The ultimate charter demand? Read on for a wedding ceremony on a Caribbean beach.

Guests never forget their first charter. The chance to sail away from the everyday. Each voyage is unique. Some guests have Pol Roger on tap, others a fridge filled with Häagen-Dazs *Dulce de Leche*. Some guests stream Bach on their Bose headphones, others play Jay Z across the deck. What's true is that once-in-a-lifetime memories impart a yearning for more. Once bitten by the superyacht bug, the only antidote is to book again.

The owners of 50m *Trending* were bitten, smitten and sold. The family chartered 40 yachts over a 20-year period. Such experience created opportunity. In short, they knew how to craft the ultimate first-time charter yacht.

IMAGE Superyacht *Trending*.



Captain Randall Petersen hails from Florida but has sailed the world and rounded Cape Horn twice. “Guests want to take away memories to last a lifetime,” says Petersen. In this respect *Trending* certainly delivers.



Fortunately the captain oversaw *Trending's* \$4m refit in 2016 that was explicitly planned to deliver dreams.

Trending has six light-filled staterooms, each one with ensuite bathrooms and double sinks. An 11m (37ft) Boston Whaler with a dive door and barbecue, plus two fast Novurania tenders, are ready to embark on private missions for pirate picnics or quayside promenades. The yacht contains enough toys, loungers and wine glasses to occupy a small Caribbean island.

Is accommodation and equipment the biggest surprise for first-time guests on *Trending*? “No,” says her Captain Randall Petersen. “It’s almost always our level of service. They aren’t accustomed to the standards we set. For example, last year a principal charter guest wanted a faux wedding celebration on a Caribbean beach.” Complete with white linen, fireworks and floral displays. “Good thing we didn’t go through with the full ceremony,” continues Captain Petersen, “as I am ordained to perform marriages!”

“The second shock is the food,” says Petersen. “We have two chefs, an Anglo-Australian and a South African, on rotation. One of them trained in a Michelin-star kitchen.” Highly individualised menus might include wagyu carpaccio with shards of truffle and Parmesan. Or a deconstructed Eton Mess, the strawberries and cream dessert beloved of Britain’s upper classes. “It’s constantly, constantly inventive,” says Petersen. “Some guests even ask to accompany our chef to the fish market and children love to join in with the baking.”

During his five year captaincy, Petersen has noticed two emerging charter trends. The first is that guests increasingly request the unusual. “We did a couple of months in Belize last year. It’s a great place if you like being in the water as they have the second largest barrier reef in the world.” Only 10% of this 300km UNESCO-protected reef has been researched - by Jacques Cousteau among others, who explored the 125m-deep Great Blue Hole sinkhole with its hammerhead parades. “For some guests *Trending* will be their first opportunity to scuba,” continues the captain. “All groups are led by our onboard divemasters. One has a degree in marine biology.”

The second trend is for experiences. “Guests want to take away memories to last a lifetime,” says Petersen. Fortunately the captain oversaw *Trending's* \$4m refit in 2016 that was explicitly planned to deliver dreams. “We have three waverunners, glass-bottomed kayaks, paddleboards. Plus a kitesurfing instructor who can teach guests an experience they’ve never had before. The owner is always buying the latest, greatest equipment, like eFoil Fliteboards,” which hover above the waves at speed. Whatever the fantasy, *Trending* fulfils it. It’s hard to believe her owners were first time charterers once.

IMAGES Onboard superyacht *Trending*.



Captain Aydan Longmore was brought up in South Africa's Drakensberg Mountains. A favourite feature on *Okto* is the 6m x 4m infinity pool with contra-flow current. "It impresses any guest, every time," says Longmore.

“I think today’s guests are far more concerned about experiences rather than the flashy aspect of yachting.”

Okto “doesn’t receive many first time charters”, says her captain Aydan Longmore. “Guests often build up to this level after testing the waters with 25m or 30m boats”. There’s a reason for that. At 66.5m, with a jet black prowling hull, *Okto* was built to scare lesser yachts into submission. Her bridge looks like the control room of the Death Star. And thanks to the interior genius of Alberto Pinto, the design studio that redesigns Boeing 747s for private use, her six staterooms could double for the Hotel de Crillon. She’s one of the most recognisable yachts on earth.

Which makes Captain Longmore’s next assertion all the more surprising. “I think today’s guests are more concerned about experiences rather than the flashy aspect of yachting,” he explains. *Okto*’s recent experiences included “a private tour of the Vatican and a day making buffalo mozzarella” at an Italian agriturismo. “Guests are certainly blown away when they see our four tender bays. But what’s more impressive is setting up an inflatable Aquatic Olympics watercourse and playing with their kids. A more humble offering like this goes a long way because people can be quite spoiled for choice.”

And when a first time guest does step aboard? “It’s quite exciting to see the look on their faces,” says Longmore, with some understatement. “*Okto* has a massive foredeck where a touch-and-go helipad can land. A huge upper deck aft.” The main deck aft boasts “enormous wow factor.” An infinity pool, measuring 6m by 4m with temperature control,

Jacuzzi functions and a contra-flow for cardio exercise, overlooks the ocean. “It impresses any guest, every time.”

And yet. Luxury isn’t limited to toys, although *Okto*’s flotilla of flyboards, hoverboards and five high-speed tenders would fulfil James Bond’s Christmas list. Nor the excitement centered on capability, “although the yacht can go absolutely anywhere,” says Longmore.

“Instead first time guests don’t realise how luxury translates into a team of 16 crew committed to every detail of each guest’s day.” For example, *Okto*’s Hungarian chef Sabi, a veteran of five star hotels in Britain and Italy, might spend days sourcing ingredients for a specific personality on board. “Any villa or restaurant should be able to get food right,” says Longmore. “But when it’s served on the setting of a yacht you can take it to another level.”

In 2020 Longmore also noticed a trend for the extraordinary. “Last summer we covered more ground (in the Mediterranean) than at any time since I joined *Okto* six years ago,” he says. “In Croatia tiny little bays, with the clearest water you’ve laid eyes on, are a dime a dozen. You get the magical feeling that you’re the only person that exists.” Greece is a personal favourite. “Any yacht can get out the toys. We recently sent guests hiking in the Peloponnese Mountains and arranged a trip to Olympia, the ancient start line of the Olympic Games.” The race to win charter guests’ hearts has just begun.



PREVIOUS PAGE Superyacht *Okto*.
IMAGES FROM TOP *Okto* underway. *Okto*’s Jacuzzi. Peloponnese Mountains, Greece.



CREW PLACEMENT

Taking no chances when *servicing the best staff*

A competent staff makes for a happy yacht. That's why every candidate on our comprehensive crew list has been personally interviewed by us. Their credentials have then been checked by three independent referees. So when an owner selects a chef, purser, surf instructor or engineer from our database, their skills, languages, visas and experience are exactly as expected.

Camper & Nicholsons International

SALE & PURCHASE | NEW BUILD
YACHT MANAGEMENT | CHARTER
CHARTER MARKETING
CREW PLACEMENT | INSURANCE

www.camperandnicholsons.com
cni@camperandnicholsons.com
+33 6 46 79 32 70 (Whatsapp)

SECTION 6

FAMILY EXPERIENCES

FAMILY EXPERIENCES

Open sea
family adventures

76



OPEN SEA FAMILY ADVENTURES

FAMILY EXPERIENCES

Yacht charters should deliver memories to last a lifetime. Plus a crew capable of eliciting a childish spirit in everyone. The four best family charters wow with kitesurf schools, aquatic inflatables, sushi classes and seascooter tours. Proving that a Camper & Nicholsons yacht will entertain all guests, from historians to hedonists.

IMAGES Sailing yacht *Lamima*



SOUTH OF FRANCE

JO

“The boat’s best asset? Undoubtedly the crew. On a scale of one to ten, they were a twelve.”

PATRICK D. 2018

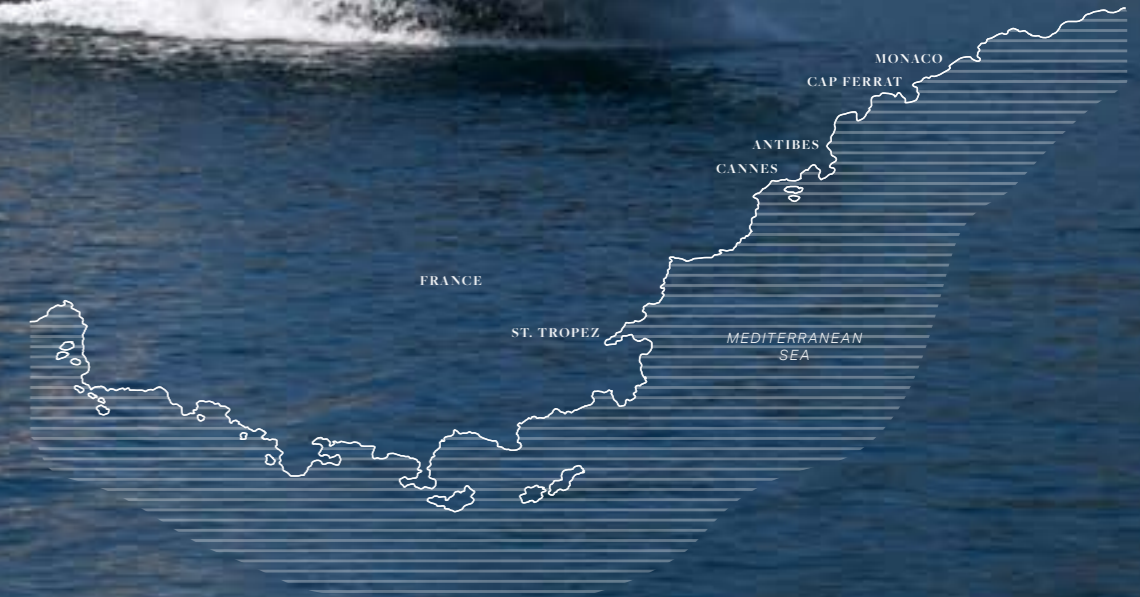


EAST & WEST MEDITERRANEAN

JO

Length	50m (164')
Guests	12 (3 double, 2 twin, 1 convertible)
Crew	12

CHARTER PRICE FROM: €175,000 PER WEEK





Superyacht World crowned this 50m Benetti 'Best Family Charter Yacht'. That's because *JO* has one of the best sundecks in the business, with loungers, sunpads and a panoramic Jacuzzi. Kids impatient to swim? Crew will keep watch as children take endless turns on *JO*'s inflatable slide. They'll sleep for ten hours tonight. After dinner ask the stewardess to fire up the jukebox and mix a Spritz. You deserve a break.

Wake up refreshed to jaw-dropping ocean scenes. Because *JO* brings saltwater adventure to the South of France. As an accredited RYA Training Centre, guests can be certified in a matter of hours allowing them to operate the jet skis whilst onboard. Guests can learn

to windsurf on the mirror-calm Bay of Cannes or alternatively zigzag up Cap Ferrat on a monoski. Then paddle into Paloma Plage for flat whites in a kayak. Each charter is an education in itself.

What makes *JO* the ultimate family yacht? Try her 12 crew. "They were particularly wonderful with the children," attests one guest. "They kept them constantly entertained with water sports and indulged them in every way. I hope the owner recognises what a special crew he has." As *JO* has had only one owner from new, rest assured he does.

IMAGES FROM LEFT View over Cap Ferrat. *JO* and her water toys. *JO*'s Jacuzzi.



“They kept them constantly entertained with water sports and indulged them in every way. I hope the owner recognises what a special crew he has.”

GREEK ISLANDS

I Sea

“Every second aboard *I Sea* exceeded our expectations. Each meal was more delicious than the last.”

SOFIAR, 2019



EAST MEDITERRANEAN

I Sea

Length 41.9m (137'3)

Guests 10 (3 double, 2 twin)

Crew 10

CHARTER PRICE FROM: €130,000 PER WEEK



“From the moment we left the airport we were looked after and cared for by the crew.”

Croatia has 1,224 islands. Turkey has 1,500km of Mediterranean shore. Greece goes one better by showcasing 6,000 islands across a 13,000km coastline. The upshot? Only an experienced charter yacht can explore tiny Eastern Mediterranean islands like Meganisi, where 1,000 residents share ten beaches and a single ATM. The 42m *I Sea* can escort 10 guests along for the ride.

In the Eastern Mediterranean, food is an affair of the heart. On *I Sea*, lavender is whipped into gelato, while yellowfin tuna is sliced into California rolls. Kids will remember “that ice cream” or “that sushi” forever more. Ingredients can become an education. Favourite guest memories include wine tasting the only-sip-here Assyrtiko grape on Santorini. Or bartering for Ionian red shrimp at Corfu market. Foodie families

can engage in a sundeck cooking class while making spanakopita filo cigars and cinnamon baklava. Savvier guests can watch from the Jacuzzi then descend directly for dinner.

In short, *I Sea* makes every voyage interactive. Guests may snorkel with sea life at leisure, or take a guided underwater mission on a seascooter. Crew can entertain offspring on brand new Sea-Doo jet skis, or inflate a saltwater swimming pool for all. In one guest’s words: “From the moment we left the airport we were looked after and cared for by the crew. Our trip to Greece would not have been as memorable or exciting without them.”

IMAGES FROM LEFT Sundeck on Superyacht *I Sea*. Restaurant on the Caldera, Santorini. Beach on Meganisi island.



INDONESIA

Lamima

“The boat is amazing but the crew is extraordinary. You are all so smiley, funny and really patient with us. I cannot wait to see you again.”

MASSIMO P. 2019

SOUTHEAST ASIA

Lamima

Length	65.2m (213'10)
Guests	14 (5 double, 2 twin)
Crew	20

CHARTER PRICE FROM: \$154,000
PER WEEK - ALL INCLUSIVE



Raja Ampat isn't just the ultimate destination for dive fanatic families. With 1,000 species of fish and 500 species of coral (that's ten times more than the Caribbean) it's the most biodiverse marine sanctuary on planet earth. Tread lightly. Noisy motors are frowned upon in this watery Eden lest they disturb the giant manta, which the Indonesian government has protected for eternity. Try tracking sealife using paddleboards and jukung canoes. Both of which are carried by 65m *Lamima*, the largest wooden sailing yacht in the world.

Lamima was custom-designed and hand-built to highlight Indonesia's marine diversity. Her PADI-certified dive centre can fit out all 14 guests - of all ages. Two divemasters will escort her entire complement into a Cousteau fantasy. However, spotting whale sharks, Bryde's whales and mantis

shrimp is an exhausting business. That's why *Lamima* has two Balinese masseurs and two Indonesian chefs to prepare a sunset seafood feast. Just one problem remains. Indonesia has 16,000 islands. Even if you visited one per day, it would take 44 years to scuba them all.

Children aren't just welcome aboard *Lamima*. They are adopted. Kids' yoga, kayak races, shallow water snorkels and desert island adventures are all planned with parents in mind. If you let little ones select *Lamima's* ultimate Indonesian destination, they'll choose Komodo. The Komodo National Park is the domain of volcanic hikes and blissful beaches - plus Instagram opportunities with carnivorous 'dragons' unchanged since the dinosaur age.

IMAGES FROM LEFT Diving with stingrays. *Lamima's* wooden deck. *Lamima's* beach club.



Lamima was custom-designed and hand-built to highlight Indonesia's marine diversity.



CARIBBEAN

Sharlou

“I would guess we’ve chartered 50 yachts over the years. It’s actually the perfect family yacht.”

CHARLES F. 2020



WEST MEDITERRANEAN

Sharlou

Length 42.65m (139'11)

Guests 8 (1 pullman, 1 queen,
1 double, 5 single)

Crew 6

CHARTER PRICE FROM: €108,000 PER WEEK





IMAGES FROM LEFT Caribbean beach in Cuba. *Sharlou's* deck. *Sharlou's* toys.



Teens will be sold by *Sharlou's* customised chase boat, which can hit Caribbean beach bars at 40 knots.

Want to teach your children the joy of sail? Charter *Sharlou*. In 2011 Holland's Vitters shipyard crafted the quintessential family sailing yacht, which was refitted in 2020. She combines style with speed, and pedigree lines with lightning pace. Although old seadogs should look away now. *Sharlou* boasts contemporary light-filled spaces for eight lucky guests, not the fusty interiors of old.

Teens will be sold by *Sharlou's* customised chase boat, which can hit Caribbean beach bars at 40 knots. Aspiring Ben Ainslie-sailors can hone tacks and jibes on two inflatable dinghies. Before bedding down in the three-berth bunk cabin, where fibre optic stars illuminate the ceiling like the northern or southern hemisphere. Tiny sailors are protected by bimini shades in the aft cockpit. The area can also be flooded

to make a paddling pool. Guests are never too young to enjoy the sea.

There's proof that *Sharlou* is the optimum family sailing yacht. It's this letter that a guest was compelled to write to her owner. "I would say we are about as experienced large sailboat charterers as exist in the market. We have seen it all over the years and I want to compliment you on your whole program. The master cabin, due to the vertical fenestration, has to be the best 'terrace on the sea' anywhere. It was a real delight to bring the shades up every morning. The sailing performance of *Sharlou* was equally impressive." Indeed with top speeds of up to 20 knots, thanks in part to the new full set of black 3D sails purchased in 2020, she can outrun most modern motor yachts.



YACHT MANAGEMENT

The most *experienced and trusted* management team in yachting

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

Camper & Nicholsons International

SALE & PURCHASE | NEW BUILD
YACHT MANAGEMENT | CHARTER
CHARTER MARKETING
CREW PLACEMENT | INSURANCE

www.camperandnicholsons.com
cni@camperandnicholsons.com
+33 6 21 80 07 30 (Whatsapp)

SECTION 7

YACHT MANAGEMENT

YACHT MANAGEMENT

Covid's impact on yacht management

96



YACHT MANAGEMENT

Covid's impact on yacht management

WRITTEN BY ALEXANDER SOUABNI

Across all industries Covid has well and truly “put a spanner in the works”, as they say. At Camper & Nicholsons, we strive to roll with the punches and come out all the better for it: stronger and more versatile. How our Yacht Management team is dealing with the intricacies of the pandemic illustrate this perfectly.

The complexities of yacht management have always been a constant within the industry. The managing of crews, captains, accounts, permits, meeting regulations, standardisations, the list goes on and on. Not to mention the importance of transparency for the yacht owners, who need to see and understand these issues, in order to feel comfortable with their chosen agency.

Under the close supervision of Marianne Danissen, Head of Yacht Management at Camper & Nicholsons, the Yacht Management division has grown into an entity of its own with transparency at its core. The impact of Covid has only solidified these guiding principles to ensure everything runs as smoothly as possible during these challenging times. Times that are truly felt and reverberate throughout the whole yachting industry.

At the beginning of the crisis, there were a lot of unknowns: what does this mean for yacht owners? How would this impact the management of superyachts? What are the implications for the near future? Can their yachts go to shipyards for scheduled maintenance in preparation for summer charters? And so on. These are all questions that every yachting company had to address and appease their clients' worries and concerns.

For us at Camper & Nicholsons, our Yacht Management team have not had a break. At the beginning their job relied on talking with clients, coordinating with captains, managing crews – now they have to continue doing this while at the same time figuring out the best way to handle the crisis, which evolves on a daily basis. As such, our Yacht Management service has become an incredibly bespoke service. Finding solutions where others faltered, which has led to an increase in business, exceeding expectations particularly in light of the ongoing situation.

The team was on the ball from the get-go, understanding the new compliance, interpreting it and creating fleet circulars for the crews and captains to fully understand what was at stake. With regards to the yacht owners, upper management worked closely with them for the optimum outcome in any given situation.

The financial impact was starting to be felt with some of our owners seeking advice on how to cut costs and get out of the crisis the best way possible. A difficult dilemma many or all yachting companies have had to face during this time. Our advice was simple, don't lay off any crew, we do not know how long this will last but this might have an impact on recruiting new crew when you need them.

IMAGES Crew on the bridge of a motor yacht.





Following praise by our clients, it is safe to say that YARS was an important factor in us coming out of this challenging time on top.

Since we have an internal Crew Placement division, it was our job, in some cases, to renegotiate certain contracts with captains and crew in order to accommodate the financial implications of such a situation. It is a difficult line to tread to meet owners' budgetary constraints and keep the concerned parties happy, however this has been successfully done with only a small portion of our crew and captains' contracts being reduced temporarily before going back to normal. Most of our owners in our fleet took our advice and were incredibly empathetic towards the situation, which we are, of course, grateful for. Along with our captains and crew who have also been patient and understanding. These are unprecedented times after all!

The issue doesn't just stop with crew, many of the yachts in our fleet had scheduled maintenance and refits lined up in the lead up to the summer charter season. Again, in this situation our clients were incredibly understanding as this was an issue impacting everyone across the globe and throughout all industries. Most of our yachts' maintenance were able to continue but some refits suffered delays, as a result of the limitation of workers allowed in shipyards, imposed by the Covid regulations. There is of course a silver lining, the understanding and solidarity that grows when faced with such challenges. This is not only true of our relationship with owners and shipyards but also internally.

We find it important, crucial even, to underline the hard work that our Yacht Management team have

accomplished during these challenging times. Going above and beyond to support client requests, along with resolving the captain and crews' concerns. Even going as far as acquiring new business during these troubling times is a feat in itself.

At Camper & Nicholson's, all our divisions dedicate time to ensure our company is reliable, efficient and transparent – especially in the world of yacht management. There is no tool more efficient or transparent than our proprietary Yacht Account & Reporting Software (YARS). Launched during Covid, YARS was a true lifesaver, coming at a time where owners needed a deep understanding of their yacht's accounts and transparency when it comes to all things budgetary. Following praise by our clients, it is safe to say that YARS was an important factor in us coming out of this challenging time on top. Every client has the possibility to customise the software as per their own preferences and requirements. This again is a constant mission and objective for us, making sure all of our clients enjoy a bespoke experience in a transparent environment.

We're not stopping there; our in-house tech team are working hand-in-hand with all Camper & Nicholson's divisions to develop and create more tools to increase team efficiency and client experience. As a result, we feel ready for any future challenges that will come our way.

IMAGES, FROM TOP Crew in engine room. YARS dashboard.

VISTA JET



BE THE FIRST

VistaJet introduces the world's first fleet of Global 7500 business jets, flying faster and farther than ever before. The Global 7500 offers the largest cabin in private aviation with four true living spaces, including a business centre, a full size kitchen and a permanent bedroom. Be the first with VistaJet.

Request a flight at vistajet.com/global-7500

VistaJet and its subsidiaries are not U.S. direct carriers. VistaJet US Inc. and VistaJet Online and Mobile Services are air charter brokers that do not operate aircraft. VistaJet Limited is a European air carrier that operates 9H registered aircraft under its Maltese Air Operator Certificate

SECTION 8

CHARTER FLEET

CHARTER FLEET

Charter Fleet

102





Charter fleet

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

91.50m ^(300'2)

Tranquility

SPECIFICATIONS

Guests	22 (9 double, 2 twin, 2 convertible)
Crew	31
Beam	14.50m
Draft	4.09m
Built by	Oceanco
Naval architecture by	BMT Nigel Gee
Interior design by	Winch Design
Built	2014
Engines	2 x MTU
Fuel consumption	810 lph
Speed	15/18 knots

KEY FEATURES

- World Superyachts Awards Winner
- Versatile accommodation for up to 22 guests
- Excellent crew to guest ratio
- Zero speed stabilisers
- Guest elevator
- Spectacular beach club
- Spa complete with sauna, Hammam, massage room, experiential shower and plunge pool
- Vast swimming pool on deck with jets

CRUISING GROUNDS

East & West Mediterranean

PRICES FROM

€1,100,000 per week



Tranquility is an outstanding superyacht with an immaculate pedigree. Built to Ice Class and PYC compliant, this yacht is truly exceptional in her capabilities - an ocean crossing world explorer.



85.3m (279'1)

Bold

SPECIFICATIONS

Guests	16 (8 double)
Crew	20
Beam	11.00m
Draft	2.80m
Built by	Silver Yachts
Naval architecture by	Espen Oeino
Interior design by	Silver Yachts
Built	2019
Engines	2 x MTU
Fuel consumption	371 lph
Speed	16/23 knots

KEY FEATURES

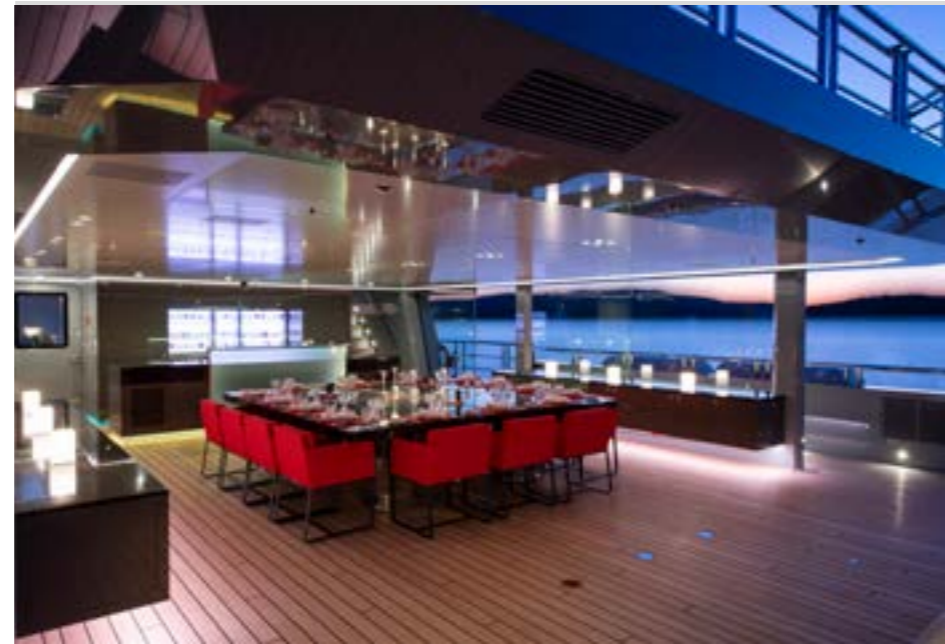
- Maximum Speed of 23 knots – fastest world explorer
- Stunning floor to ceiling windows
- Sought after open plan interior
- Owner's suite with private salon
- Variety of outdoor entertaining areas
- Spacious 8 person Jacuzzi
- Outdoor cinema

CRUISING GROUNDS

Southeast Asia, Red Sea, Pacific, Indian Ocean

PRICES FROM

€985,000 per week



Bold's rugged exterior hides a luxurious, sophisticated interior designed by Vain Interiors. With a Helipad, multiple tenders and water toys, *Bold* is a superyacht that has a lot up her sleeve, just waiting to be discovered.



73m (239'6)

Titania

SPECIFICATIONS

Guests	12 (2 master, 1 VIP, 4 double cabins)
Crew	19
Beam	13.10m
Draft	3.70m
Built by	Lurssen
Naval architecture by	Espen Oino
Interior design by	Zuretti
Built	2006/2018
Engines	2 x CAT
Fuel consumption	400 lph
Speed	12/16 knots

KEY FEATURES

- Two breathtaking master suites
- Beach club
- Fully equipped gym with fitness instructor located on the sun deck, with panoramic views
- Spa with beauty and massage facilities, including two on board masseuses/stewardesses
- Huge array of watersports equipment including a fantastic waterpark
- Magnificent refit in 2012 including hull extension
- Major AV/IT upgrade (winter 2015)

CRUISING GROUNDS

East & West Mediterranean

PRICES FROM

€550,000 per week



With a luxuriously warm interior, complemented by expansive deck areas, *Titania* is the indoor / outdoor yacht of choice. Her recent refit, outdoor pool and splendid selection of water toys and inflatables makes *Titania* the perfect host.



72m (236'2)

Axioma

SPECIFICATIONS

Guests	12 (1 owner's suite, 3 VIP cabins, 2 guest cabins)
Crew	20
Beam	12.20m
Draft	3.75m
Built by	Dunya Yachts
Naval architecture by	Tanju Kalaycioglu & Sterling Scott
Interior design by	Alberto Pinto
Built	2013
Engines	2 x CAT
Fuel consumption	650 lph
Speed	14/17 knots

KEY FEATURES

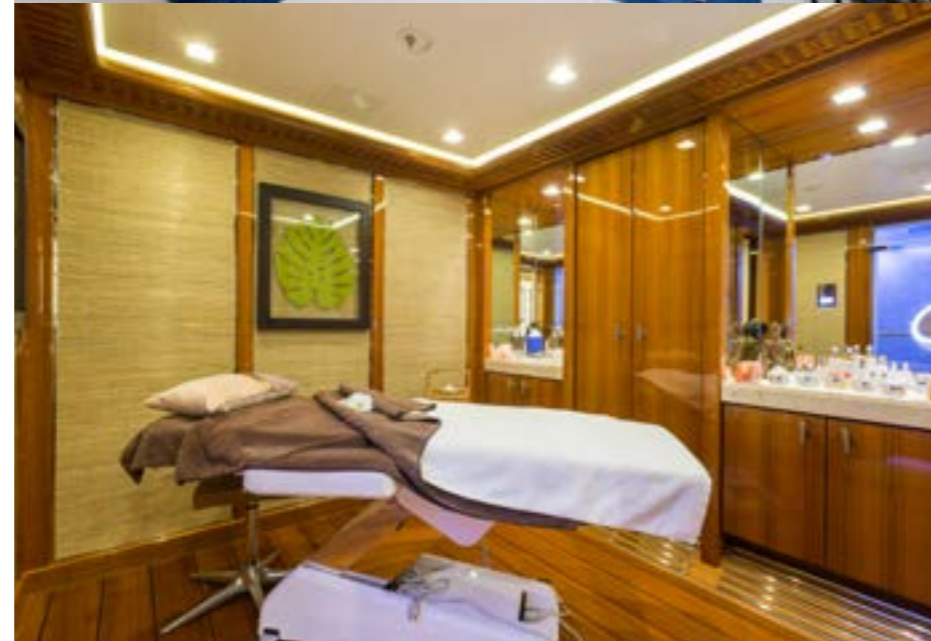
- Infinity pool on main deck
- Jacuzzi on sundeck
- Dedicated owner's deck
- Vast double-height salon
- Gym, Hammam and massage room

CRUISING GROUNDS

West Mediterranean and Adriatic

PRICES FROM

€549,000 per week



With her stunningly distinctive turquoise hull, *Axioma* has over 3,000 square meters of pure luxury. Including an owner's deck, prestigious Alberto Pinto interior and a glass elevator - only scratching the surface of what *Axioma* has on offer.



69m (226'5)

Saluzi

SPECIFICATIONS

Guests	32 (12 double, 4 convertible)
Crew	34
Beam	13.80m
Draft	2.40m
Built by	Austal Yachts
Interior design by	Luiz de Baso
Built	2003/2014
Engines	3 x MTU
Fuel consumption	250 lph
Speed	11/14 knots

KEY FEATURES

- Spacious accommodation for 32 guests in 16 cabins
- Incredibly vast deck spaces for entertaining on a large scale
- Sumptuous spa with two full time spa therapists
- Fully equipped gym
- Open air cinema, professional Karaoke
- Plethora of watertoys and watersports
- Zero speed stabilisers at anchor and underway
- Two Jacuzzis

CRUISING GROUNDS

West Mediterranean

PRICES FROM

€480,000 per week



Saluzi is a five-star cruising yacht, spanning five decks and offering accommodation for up to 32 guests. With over 700 sqm of deck space, this yacht offers expansive and intimate areas for dining, sunning and relaxing.



67.5m (221'5)

Icon

SPECIFICATIONS

Guests	12 (2 master, 1 VIP, 4 double)
Crew	19
Beam	11.4m
Draft	3.8m
Built by	Icon
Interior design by	Studio Linse
Built	2010/2014
Engines	2 x CAT
Fuel consumption	540 lph
Speed	13/15 knots

KEY FEATURES

- Incredibly spacious interior
- Versatile cabin arrangement
- Stunning infinity pool
- Hammam and sauna
- Extendable beach club
- Impressive selection of water toys & inflatables

CRUISING GROUNDS

East & West Mediterranean

PRICES FROM

€500,000 per week



Icon's 2014 refit raised this yacht's already high profile in the charter market. A sumptuous infinity pool with glass bottom awaits, located just above the extendable beach club, complete with Hammam and sauna.



66.40m (217'6)

Okto

SPECIFICATIONS

Guests	11 (5 double, 1 single)
Crew	17
Beam	10.50m
Draft	2.95m
Built by	ISA Yachts
Naval architecture by	BMT Nigel Gee
Interior design by	Alberto Pinto
Built	2014
Engines	2 x Caterpillar
Fuel consumption	300 lph
Speed	12/14 knots

KEY FEATURES

- 6m infinity pool
- Guest elevator
- Owner's balcony
- Four tender garages
- Cinema room and sky lounge
- 103" Panasonic 3D plasma TV
- Large array of water toys
- iPad controls in guest cabins

CRUISING GROUNDS

East & West Mediterranean

PRICES FROM

€400,000 per week



Okto can boast an array of truly unique features. Her distinctive and stealth-looking dark hull with its sweeping curved lines, cuts an eye-catching sight on the water, giving the yacht an imposing yet elegant presence.



65.20m (213'10)

Lamima

SPECIFICATIONS

Guests	14 (5 double, 2 twin)
Crew	20
Beam	11.20m
Draft	3.70m
Built by	Custom
Naval architecture by	Haji Baso
Built	2014
Engines	1 x Man
Fuel consumption	80 lph
Speed	8/12 knots

KEY FEATURES

- Largest wooden sailing yacht in Southeast Asia
- World-class charter yacht
- Full RINA Class status
- Beautiful bright interior
- Exceptional deck space
- Marcelo Penna design and engineering
- Onboard PADI dive centre and instructors
- Balinese spa and yoga instructor

CRUISING GROUNDS

Southeast Asia

PRICES FROM

\$154,000 per week - All Inclusive



Offering the charm of an Indonesian phinisi with the opulent luxuries of modern yacht design. The perfect yacht for both a relaxing and adventurous charter through the exotic cruising grounds of Southeast Asia.



65.20m ^(214')

Callisto

SPECIFICATIONS

Guests	12 (4 double, 2 twin)
Crew	16
Beam	11.65m
Draft	3.80m
Built by	Feadship
Naval architecture by	De Voogt
Interior design by	Terence Disdale
Built	2006/2021
Engines	2 x Caterpillar
Fuel consumption	400 lph
Speed	12/16 knots

KEY FEATURES

- Feadship quality and class
- Elegant Terence Disdale interior
- Huge interior volume
- Guest elevator
- Fully-equipped gym
- Vast exterior deck spaces
- 2 x Hinckley tenders
- Impressive array of watersports
- Certified RYA center
- Zero speed stabilisers
- Experienced long-standing captain and crew

CRUISING GROUNDS

Not available until Winter 2021

PRICES FROM

€415,000 per week



Callisto is the ultimate contemporary-classic yacht. Combining magnificent exterior lines, an elegant Terence Disdale interior and an expansive oversized sundeck with sophisticated amenities and exceptional crew, making this 65 metre Feadship beyond impressive.



64.50m (211'7)

Silver Angel

SPECIFICATIONS

Guests	12 (5 double, 2 twin)
Crew	19
Beam	12.00m
Draft	3.55m
Built by	Benetti
Naval architecture by	Stefano Natucci
Interior design by	Argent Design of London
Built	2009
Engines	2x CAT
Fuel consumption	550 lph
Speed	13/16 knots

KEY FEATURES

- All fresco dining options on all three decks, along with four full bars
- Entertainment systems throughout
- Impressive array of watersports on offer
- TEEIT golf machine
- Fantastic outdoor spaces
- Fully equipped gym
- Rejuvenating steam room
- Massage room with an on board massage therapist
- Inflatable slide
- Large mosaic pool with resistance jets

CRUISING GROUNDS

East & West Mediterranean

PRICES FROM

€425,000 per week



Silver Angel was built for lavish entertaining and cruising in ultimate style. With a stunning Art Deco interior complementing her fabulous deck spaces plus a host of water toys, *Silver Angel* takes luxury living to the next level.



62.35m ^(205')

Aqua Mekong

SPECIFICATIONS

Guests	40 (20 convertible)
Crew	40
Beam	11.50m
Draft	1.50m
Built by	Saigon Shipyards Co. Ltd
Naval architecture by	Noor Design
Interior design by	Noor Design
Year	2014
Engines	2 x Caterpillar
Speed	8/12 knot

KEY FEATURES

- Award-winning design
- Well-appointed and flexible accomodation for 40 guests
- Full-length windows offer spectacular panormaic views
- Top-class service wityh 1-to-1 crew guest ratio
- Daily expert-guided adventures activies and shore excursions
- On-deck Jacuzzi plunge pool
- Indoor and outdoor cinema facilities
- Spa with single and couple teatment rooms
- Boutique shop supporting local craftsmen
- Gym

CRUISING GROUNDS

Mekong River

PRICES FROM

\$238,700 per week



Cruising Asia's Mekong River between Vietnam and Cambodia, *Aqua Mekong* is the only five-star luxury vessel for charter in the region. She is spacious and indulgent, yet intimate enough for guests to feel completely at ease and comfortable on this exotic river.



62m (203'5)

RoMa

SPECIFICATIONS

Guests	12 (5 double, 1 convertible)
Crew	18
Beam	11.00m
Draft	3.12m
Built by	Viareggio Super Yachts
Naval architecture by	Espen Oeino
Interior design by	Newcruise & Gehr Interior
Built	2010/2019
Engines	2 x Caterpillar
Fuel consumption	600 lph
Speed	14/17 knots

KEY FEATURES

- Award-winning crew
- Jaw-dropping array of water toys including 27m slide
- Wheelchair friendly
- Licensed PADI center
- RYA-licensed water sports center
- Dynamic Position System allows access to a variety of coves and beaches
- Stylish tender can reach speeds of 30 knots

CRUISING GROUNDS

East & West Mediterranean

PRICES FROM

€345,000 per week



RoMa is packed from bow to stern with a vast array of impressive facilities; the magnificent 62m superyacht is a prime example that it is possible to have it all. She comes with a 16m (55'ft) Anvera Chaseboat.



62m (203'5)

Atlantic

SPECIFICATIONS

Guests	12 (3 double, 3 twin)
Crew	12
Beam	8.85m
Draft	5.00m
Built by	Van Der Graaf B.V.
Naval architecture by	Gardner & Cox USA + Doug Peterson
Built	2010
Engines	x1 Yanmar
Fuel consumption	80 lph
Speed	10/18 knots

KEY FEATURES

- Trans-atlantic range
- Audio visual and music system
- Air conditioning
- 6.2m Sillinger RIB
- Great selection of water toys
- Excellent crew to guest ratio
- 12 guests in six en suite staterooms
- Skylights to allow for additional light to the interior
- Recent upgrades to all on board electronics

CRUISING GROUNDS

East & West Mediterranean

PRICES FROM

€110,000 per week



This 2010 reimagination of the 1903 original is a true declaration of sailing style. With her classically styled exterior matching her traditional and timeless interior, the yacht remains sympathetic to a timeless charm but with all the amenities of modern life.



60.40m (198')

Aqua Blu

SPECIFICATIONS

Guests	30 (12 double, 3 twin, 2 convertible)
Crew	25
Beam	11.40m
Draft	4.20m
Built by	Brooke Marine
Naval architecture by	Brooke Marine Ltd / Vortex Marine
Interior design by	Cor D. Rover
Built	1968/2019
Engines	4 x Lister
Speed	10/12 knots

KEY FEATURES

- All-inclusive rate with tax paid
- True ocean-going capabilities with exceptional seakeeping
- Stylish, contemporary design
- Well-appointed and flexible accommodation for 30 guests
- A warm and inviting interior with plenty of natural light
- Expansive deck spaces
- Excellent crew-to-guest ratio
- Expert-guided adventure activities and on shore excursions
- Highly qualified crew including a dive master, paramedic, and masseuse

CRUISING GROUNDS

Indonesia

PRICES FROM

\$290,000 per week



Aqua Blu is the first western-style superyacht available for charter in Indonesian waters all year round. An all-inclusive package makes diving in biodiverse Raja Ampat, chasing dragons in Komodo, and exploring the ancient trade routes of the Spice Islands more luxurious than ever before.



60.20m (1976)

Sarastar

SPECIFICATIONS

Guests	12 (5 double, 1 twin)
Crew	15
Beam	10.80m
Draft	2.90m
Built by	Mondomarine
Interior design by	Owner
Naval architecture by	Luca Dini
Built	2017
Engines	2 x MTU
Fuel consumption	500 lph
Speed	15/21 knots

KEY FEATURES

- Eclectic & luxurious interior
- Three vast deck areas
- Multiple seating & lounging options
- Two 7.5m Colombo tenders with 270hp engines
- RYA Water Sports Centre
- Bar & gym areas
- Beach club operational during the day & evening
- All the latest watertoys and inflatables
- State-of-the-art Kaleidescape M300 entertainment system
- Helipad for private helicopters only

CRUISING GROUNDS

East & West Mediterranean

PRICES FROM

€364,000 per week



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



58m (190'3)

Illusion V

SPECIFICATIONS

Guests	12 (3 double, 3 twin)
Crew	14
Beam	10.80m
Draft	3.60m
Built by	Benetti
Naval architecture by	Benetti
Interior design by	Green & Mingarelli Design
Built	2014
Engines	2 x Caterpillar
Fuel consumption	325 lph
Speed	12/15 knots

KEY FEATURES

- Contemporary interior
- Versatile accommodation
- Fabulous sun-deck housing a large Jacuzzi, sunpads, bar, BBQ
- Abundance of water toys and inflatables
- Massage room with on board masseuse
- Wine cellar & humidor

CRUISING GROUNDS

East & West Mediterranean

PRICES FROM

€350,000 per week



Relax in the on board massage therapy room, enjoy sunset cocktails in the Jacuzzi and discover her impressive beach club with some of her many water toys - *Illusion V* is the ultimate in both luxury and style.

57.49m (188'7)

Twizzle

SPECIFICATIONS

Guests	8 (3 double, 1 twin, 1 convertible)
Crew	11
Beam	11.60m
Draft	3.80m
Built by	Royal Huisman
Naval architecture by	Dubois Naval Architects
Interior design by	Redman Whitely Dixon
Built	2010
Engines	1 x Caterpillar
Fuel consumption	100 lph
Speed	11/13 knots

KEY FEATURES

- High performance sailing
- Multi award-winning yacht
- Stunning interior with unique layout
- Impeccably maintained
- Forward panoramic salon
- Vast master suite
- Fully customised stern swim-platform
- Retractable centerboard for cruising shallow and environmentally-sensitive waters
- Great toy list including scuba equipment
- Exceptional crew-to-guest ratio of 11:8
- International long-standing crew

CRUISING GROUNDS

East & West Mediterranean

PRICES FROM

€235,000 per week



Twizzle pushes the limits of what is considered possible for a sailing yacht, blending a focus on technology with beautiful design. A world-roaming family cruiser that can also hold her own on a racecourse and complement any coastline she chooses the sail.



56m (183'8)

Panthalassa

SPECIFICATIONS

Guests	12 (4 double, 2 convertible)
Crew	10
Beam	11.51m
Draft	3.95m
Built by	Perini Navi
Naval architecture by	Ron Holland
Interior design by	Foster & Partners
Built	2010
Engines	2 x Caterpillar
Fuel consumption	240 lph
Speed	12/15 knots

KEY FEATURES

- Foster & Partners interior
- Perfect for families or groups of friends
- On board masseuse
- Sound-proofed cinema room
- An abundance of water toys
- Two high-speed tenders
- New Alen tender

CRUISING GROUNDS

East & West Mediterranean

PRICES FROM

€200,000 per week



Panthalassa is a fantastic charter choice for those who enjoy sailing, she is every bit 'super' in her proportions yet still manages to retain the relaxed and informal feel of a sailing yacht.



55m (180'5)

Serenity J

SPECIFICATIONS

Guests	12 (4 double, 1 twin, 1 convertible)
Crew	13
Beam	9.00m
Draft	3.35m
Built by	Amels B.V. Holland
Naval architecture by	Tim Heywood Design
Interior design by	Laura Sessa
Built	2014
Engines	x 2 MTU
Fuel consumption	250 lph
Speed	13/15 knots

KEY FEATURES

- Amels build quality
- Certified RYA training centre
- At-anchor stabilisers
- Versatile accommodation
- 7.4m and 5.2m guest tenders
- Scuba diving equipment for x4
- Accommodation for 10
- Ideal for groups with children

CRUISING GROUNDS

West Mediterranean

PRICES FROM

€275,000 per week



Jump aboard this stunning award-winning yacht. Built by the reputable Amels shipyard, *Serenity J* has all the features required to enjoy a serene charter, free of worries, full of enjoyment.



53.80m (176'6)

Parsifal III

SPECIFICATIONS

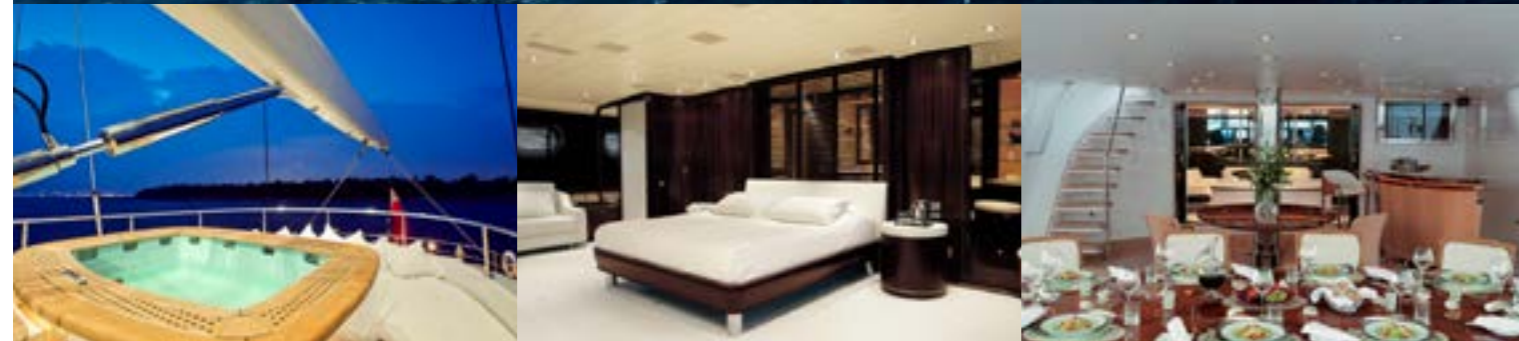
Guests	12 (3 double, 2 twin, 1 convertible)
Crew	9
Built by	Perini Navi
Built	2005/2012

CRUISING GROUNDS

East & West Mediterranean

PRICES FROM

€195,000 per week



53.50m (175'6)

Hurricane Run

SPECIFICATIONS

Guests	12 (3 double, 2 twin, 1 convertible)
Crew	12
Built by	Feadship
Built	2009

CRUISING GROUNDS

West Mediterranean

PRICES FROM

€245,000 per week



51.75m (170')

Q

SPECIFICATIONS

Guests	12 (3 double, 2 twin)
Crew	9
Built by	Alloy Yachts
Built	2008/2020

CRUISING GROUNDS

East & West Mediterranean

PRICES FROM

€195,000 per week



50m (164')

Kudanil Explorer

SPECIFICATIONS

Guests	16 (8 double)
Crew	21
Built by	Teraoka Shipyard Co
Built	1978/2018

CRUISING GROUNDS

Southeast Asia

PRICES FROM

\$115,500 per week



50m (164')

JO

SPECIFICATIONS

Guests	12 (3 double, 2 twin, 1 convertible)
Crew	12
Built by	Benetti
Built	2004/2013

CRUISING GROUNDS

East & West Mediterranean

PRICES FROM

€175,000 per week



50m (164')

Trending

SPECIFICATIONS

Guests	12 (4 double, 2 twin)
Crew	11
Built by	Westport
Built	2006/2016

CRUISING GROUNDS

Please enquire

PRICES FROM

\$210,000 per week



49.99m (164')

Hanikon

SPECIFICATIONS

Guests 12 (Master plus 4
luxurious ensuite
cabins)

Crew 12

Built by Feadship

Built 2004/2017

CRUISING GROUNDS

East & West Mediterranean

PRICES FROM

€225,000 per week



49.9m (162'4)

La Pellegrina

SPECIFICATIONS

Guests 12 (2 pullman,
1 king, 1 queen,
3 double)

Crew 10

Built by Couatch Yachts

Built 2012/2020

CRUISING GROUNDS

East & West Mediterranean

PRICES FROM

€230,000 per week



49.82m (163'3)

Shake N' Bake TBD

SPECIFICATIONS

Guests	12 (6 double, 1 twin)
Crew	12
Built by	Campanella
Built	1981/2016

CRUISING GROUNDS

West Mediterranean

PRICES FROM

€135,000 per week



47.25m (155')

Arados

SPECIFICATIONS

Guests	10 (3 double, 2 convertible)
Crew	10
Built by	Sunseeker
Built	2014/2018

CRUISING GROUNDS

East & West Mediterranean

PRICES FROM

€209,000 per week



47.25m (155')

Princess AVK

SPECIFICATIONS

Guests	12 (3 double, 3 convertible)
Crew	11
Built by	Sunseeker
Built	2016

CRUISING GROUNDS

East & West Mediterranean

PRICES FROM

€210,000 per week



47m (154')

Orient Star

SPECIFICATIONS

Guests	10 (3 double, 2 twin)
Crew	10
Built by	CMB Yachts
Built	2012

CRUISING GROUNDS

East Mediterranean

PRICES FROM

€150,000 per week



46m (150'11)

AIAXAIA

SPECIFICATIONS

Guests	12 (4 double, 2 convertible)
Crew	10
Built by	Brodosplit, Croatia
Built	2017

CRUISING GROUNDS

East & West Mediterranean

PRICES FROM

€87,000 per week



45.50m (147')

Panakeia

SPECIFICATIONS

Guests	10 (4 double, 1 twin)
Crew	10
Built by	Astondoa
Built	2008/2018

CRUISING GROUNDS

East & West Mediterranean

PRICES FROM

€160,000 per week



45.3m (148'7)

Blush

SPECIFICATIONS

Guests	10 (1 double, 1 twin, 2 convertible)
Crew	7
Built by	Perini Navi
Built	2007/2018

CRUISING GROUNDS

East & West Mediterranean

PRICES FROM

€140,000 per week



45m (147'7)

The Goose

SPECIFICATIONS

Guests	10 (4 double, 1 twin)
Crew	10
Built by	Tough Brothers
Built	1987

CRUISING GROUNDS

East & West Mediterranean

PRICES FROM

€90,000 per week



45m (147'8)

Aria Amazon

SPECIFICATIONS

Guests	32 (16 convertible)
Crew	27
Built by	Noor Design
Built	2010

CRUISING GROUNDS

Amazon River

PRICES FROM

\$241,800 per week



45m (147')

Bella

SPECIFICATIONS

Guests	12 (4 double, 2 convertible)
Crew	9
Built by	Feadship
Built	2008/2014

CRUISING GROUNDS

Bahamas, Caribbean

PRICES FROM

\$220,000 per week



44.20m (145')

Hemisphere

SPECIFICATIONS

Guests	12 (4 double, 1 twin)
Crew	10
Built by	Pendennis
Built	2011

CRUISING GROUNDS

Pacific Ocean

PRICES FROM

\$260,000 per week



44m (145')

Blue Vision

SPECIFICATIONS

Guests	12 (3 double, 2 twin)
Crew	9
Built by	Benetti
Built	2007

CRUISING GROUNDS

West Mediterranean

PRICES FROM

€130,000 per week



43.60m (143')

HÖM

SPECIFICATIONS

Guests	12 (3 double, 2 twin)
Crew	10
Built by	Benetti
Built	2011/2020

CRUISING GROUNDS

Bahamas, Caribbean, Mediterranean

PRICES FROM

\$160,000 per week



43.50m (142'8")

Baron Trenck

SPECIFICATIONS

Guests	12 (3 double, 3 twin)
Crew	9
Built by	Eurocraft
Built	2011/2016

CRUISING GROUNDS

West Mediterranean

PRICES FROM

€135,000 per week



43m (141')

Eclipse

SPECIFICATIONS

Guests	12 (3 double, 1 single, 1 twin, 1 convertible)
Crew	10
Built by	Feadship
Built	1993/2011

CRUISING GROUNDS

East & West Mediterranean

PRICES FROM

€125,000 per week



43m (141')

CD Two

SPECIFICATIONS

Guests	12 (3 double, 3 twin, 1 single)
Crew	9
Built by	Cantieri Navali Nicolini
Built	1995

CRUISING GROUNDS

West Mediterranean

PRICES FROM

€95,000 per week



42.65m (139'11)

Sharlou

SPECIFICATIONS

Guests	8 (1 pullman, 1 queen, 1 double, 5 single)
Crew	6
Built by	Vitters Holland
Built	2011/2020

CRUISING GROUNDS

West Mediterranean

PRICES FROM

€108,000 per week



42.60m (139'9)

Hana

SPECIFICATIONS

Guests	10 (4 double, 1 twin)
Crew	10
Built by	CRN
Built	2008

CRUISING GROUNDS

East & West Mediterranean

PRICES FROM

€135,000 per week



42.28m (138')

Fabulous Character

SPECIFICATIONS

Guests	10 (3 double, 2 twin)
Crew	9
Built by	Holland Jachtbouw
Built	2010/2018

CRUISING GROUNDS

Bahamas, Caribbean, Mediterranean

PRICES FROM

\$150,000 per week



41.90m (137'3)

I Sea

SPECIFICATIONS

Guests	10 (3 double, 2 twin)
Crew	10
Built by	Navinco
Built	2014

CRUISING GROUNDS

East Mediterranean

PRICES FROM

€130,000 per week



41.50m (136'2)

Satori

SPECIFICATIONS

Guests	10 (5 double)
Crew	7
Built by	Big Blue Yachting
Built	2017

CRUISING GROUNDS

East & West Mediterranean

PRICES FROM

€105,000 per week



41.30m (135'6)

Ocean Emerald

SPECIFICATIONS

Guests	10 (4 double, 1 twin, 1 convertible)
Crew	9
Built by	Rodriquez Yachts
Year	2009/2019

CRUISING GROUNDS

Southeast Asia, Indian Ocean

PRICES FROM

€95,000 per week





40.25m (132')

Cetacea

SPECIFICATIONS

Guests	8 (2 double, 2 twin)
Crew	7
Built by	Feadship
Built	1970/2014

CRUISING GROUNDS

Bahamas, Caribbean, America (Northeast)

PRICES FROM

\$62,000 per week



38.20m (125')

Emocean

SPECIFICATIONS

Guests	12 (3 double, 2 convertible)
Crew	7
Built by	Rosetti Superyachts
Built	2021

CRUISING GROUNDS

West Mediterranean

PRICES FROM

€160,000 per week



39.64m (130')

Lionshare

SPECIFICATIONS

Guests	12 (3 double, 2 twin, 2 pullman)
Crew	7
Built by	Heesen Yachts
Built	1987/2017

CRUISING GROUNDS

West Mediterranean

PRICES FROM

€105,000 per week



38m (124'8")

Chesella

SPECIFICATIONS

Guests	12 (3 double, 2 twin, 2 pullman)
Crew	7
Built by	Amels B.V. Holland
Built	1983/2018

CRUISING GROUNDS

West Mediterranean

PRICES FROM

€75,000 per week



37m (121'4)

Elena Nueve

SPECIFICATIONS

Guests	10 (3 double, 2 twin, 2 pullman)
Crew	7
Built by	Benetti
Built	2007/2018

CRUISING GROUNDS
West Mediterranean

PRICES FROM
€105,000 per week



36.58m (120')

Seablue'z

SPECIFICATIONS

Guests	10 (3 double, 2 twin)
Crew	8
Built by	Benetti
Built	2006

CRUISING GROUNDS
West Mediterranean

PRICES FROM
€105,000 per week



36.60m (120')

African Queen

SPECIFICATIONS

Guests	11 (3 double, 2 twin)
Crew	8
Built by	Benetti
Built	2009/2018

CRUISING GROUNDS
West Mediterranean

PRICES FROM
€105,000 per week



36.58m (120')

Touch

SPECIFICATIONS

Guests	8 (4 double)
Crew	7
Built by	Louisbourg
Built	2004/2016

CRUISING GROUNDS
Caribbean Sea (Northern)

PRICES FROM
\$80,000 per week



36m (118'1)

Five Waves

SPECIFICATIONS	
Guests	11 (3 double, 2 twin, 2 convertible)
Crew	6
Built by	AB Yachts
Built	2010/2016

CRUISING GROUNDS
Bahamas

PRICES FROM
\$100,000 per week



36m (118'1)

Mana I

SPECIFICATIONS	
Guests	10 (1 owner, 1 VIP, 2 twin)
Crew	6
Built by	Mulder
Built	2020

CRUISING GROUNDS
West Mediterranean

PRICES FROM
€135,000 per week



36.6m (120'1)

Sahana

SPECIFICATIONS	
Guests	8 (4 double)
Crew	6
Built by	Oceanfast
Built	2008/2014

CRUISING GROUNDS
Oceania, Pacific

PRICES FROM
A\$125,000 per week



35.70m (117')

Sands

SPECIFICATIONS	
Guests	12 (2 king, 2 double, 4 single)
Crew	6
Built by	Maiora
Built	2018

CRUISING GROUNDS
Amalfi Coast

PRICES FROM
€110,000 per week



35m (115')

Spirit

SPECIFICATIONS

Guests	10 (3 double, 2 twin, 2 pullman)
Crew	7
Built by	New Zealand Yachts
Built	2005/2016

CRUISING GROUNDS
Oceania, Pacific

PRICES FROM
\$110,000 per week



33.80m (110'11")

Unplugged

SPECIFICATIONS

Guests	10 (1 double, 4 twin)
Crew	6
Built by	Valdettaro
Built	1993/2015

CRUISING GROUNDS
East & West Mediterranean

PRICES FROM
€45,000 per week



34m (111'6")

Solis

SPECIFICATIONS

Guests	8 (2 double, 2 convertible)
Crew	6
Built by	Mulder Shipyard
Built	2015

CRUISING GROUNDS
West Mediterranean

PRICES FROM
€100,000 per week



33.62m (110'4")

Imagine

SPECIFICATIONS

Guests	7 (2 double, 1 triple)
Crew	5
Built by	Alloy Yachts
Built	1993/2018

CRUISING GROUNDS
Oceania, Pacific

PRICES FROM
\$54,500 per week



33m ^(107'11)

Casino Royale

SPECIFICATIONS

Guests	8 (2 double, 2 twin)
Crew	4
Built by	Sunseeker
Built	2004/2016

CRUISING GROUNDS
West Mediterranean

PRICES FROM
€65,000 per week



30.34m ^(99'6)

Hummingbird

SPECIFICATIONS

Guests	8 (2 double, 2 twin)
Crew	4
Built by	Couach Yachts
Built	2007

CRUISING GROUNDS
Philippines

PRICES FROM
\$75,000 per week



30.20m ^(99'1)

Dallinghoo

SPECIFICATIONS

Guests	8 (3 double, 1 twin)
Crew	6
Built by	Pritchard
Built	1990/2016

CRUISING GROUNDS
Southeast Asia

PRICES FROM
\$23,000 per week



28.23m ^(92'7)

Aphrodite

SPECIFICATIONS

Guests	6 (3 double)
Crew	4
Built by	Vitters Holland
Built	1993/2017

CRUISING GROUNDS
Southeast Asia

PRICES FROM
\$23,500 per week



27.50m (90'3)

Orient Pearl

SPECIFICATIONS

Guests	10 (3 double, 2 twin)
Crew	5
Built by	Custom
Built	1997/2017

CRUISING GROUNDS
Southeast Asia

PRICES FROM
\$29,500 per week



26.10m (85'6)

Sequoia

SPECIFICATIONS

Guests	6 (1 double, 2 convertible)
Crew	10
Built by	Konjo & DEN
Built	2017

CRUISING GROUNDS
Southeast Asia

PRICES FROM
\$55,055 per week



26.30m (86')

Rang Noi Princess

SPECIFICATIONS

Guests	8 (2 double, 2 twin)
Crew	4
Built by	Monte Carlo Yachts
Built	2014

CRUISING GROUNDS
Southeast Asia

PRICES FROM
\$65,000 per week



25.80m (84'7)

Monara

SPECIFICATIONS

Guests	8 (2 twin, 2 convertible)
Crew	4
Built by	Feadship
Built	1969/2016

CRUISING GROUNDS
West Mediterranean

PRICES FROM
€35,000 per week



BVLGARI



*Eau Parfumée
au thé vert*

Since its inception, Bvlgari Parfums has devoted itself to the art of hospitality and it has brought the excellence and savoir-faire of its unique jewellery heritage into the making of its perfumes.

Eau Parfumée is a Cologne Collection of utmost luxury.
A vital expression of refined elegance, awakening and refreshing the senses.

With Eau Parfumée au thé vert, Bvlgari invites guests to experience sensations of pure and immediate well-being through simple, everyday gestures and rituals.

BVLGARI
PARFUMS

BVLGARI.COM



Big plans?

Real estate financing by your local experts.

ubs.com/monaco

This document and the information contained herein are provided solely for information purposes and are not intended to constitute a public offering or a comparable solicitation under the Principality of Monaco law. Although all pieces of information and opinions expressed in this document were obtained from sources believed to be reliable and in good faith, neither representation nor warranty, expressed or implied, is made as to its accuracy or completeness. UBS (Monaco) S.A. ("UBS") an affiliate of UBS AG, does not provide legal or tax advice. Approved and issued by UBS, this document may not be reproduced or copies circulated without prior authority of UBS. © UBS 2020. The key symbol and UBS are among the registered and unregistered trademarks of UBS. All rights reserved.



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.

Chief Executive Officer
Paolo Casani

Director of Marketing
Giulia Callegari

Contributing Writers
Tristan Rutherford
Alexander Souabni

Editors
Elodie Arnaud
Giulia Callegari
Elizabeth Molfetas
Alexander Souabni
Donna Ho

Graphic Designers
Veronica Haglund Torres
Lina Martín

Front cover
Guillaume Plisson
African Queen
36.60m Benetti

Publisher
Camper & Nicholson
International
Rue Kléberg 14,
1201 Geneva,
Switzerland

Disclaimer

Views expressed in the pages of SEA+I are not necessarily those held by Camper & Nicholson International. While all due care has been taken to ensure the accuracy and validity of all information published here, no responsibility will be taken in the event of facts, dates, times or prices quoted being amended after publication date. No part of this publication may be reproduced or used in any form without written permission from Camper & Nicholson International Ltd.

Publishing information

SEA+I Magazine (ISSN Pending) is published bi-annually (Summer issue and Winter issue) by Camper & Nicholson International, Rue Kléberg 14, 1201 Geneva, Switzerland.

C&N trademarks are registered marks used under licence by CNI.

© Camper & Nicholson International Ltd 2021
camperandnicholsons.com

Photographers/Image Credits

Alamy
Shutterstock
Unsplash
Getty Images
Renaud Dupuy de la Grandrive
Claudia Albuquerque
Philippe Mondielli
Jarrett Laabs

Special thanks to all the Camper & Nicholson team for working tirelessly during these difficult times. Without your time, dedication and passion, none of this would be possible.

AMERICA

- 01 **Fort Lauderdale**
901 E Las Olas Boulevard, Suite 201
Fort Lauderdale, FL 33301
T. +1 954 524 4250
E. fortlauderdale@camperandnicholsons.com
- 02 **Miami**
1001 Brickell Bay Drive, Suite 2006
Miami, FL 33131
T. +1 305 604 9191
E. miami@camperandnicholsons.com
- 03 **New York**
445 Park Avenue, 9th floor
New York, NY 10022
T. +1 212 829 5652
E. newyork@camperandnicholsons.com
- 04 **Palm Beach**
450 Royal Palm Way
Palm Beach, FL 33480
T. +1 561 655 2121
E. palmbeach@camperandnicholsons.com

EUROPE

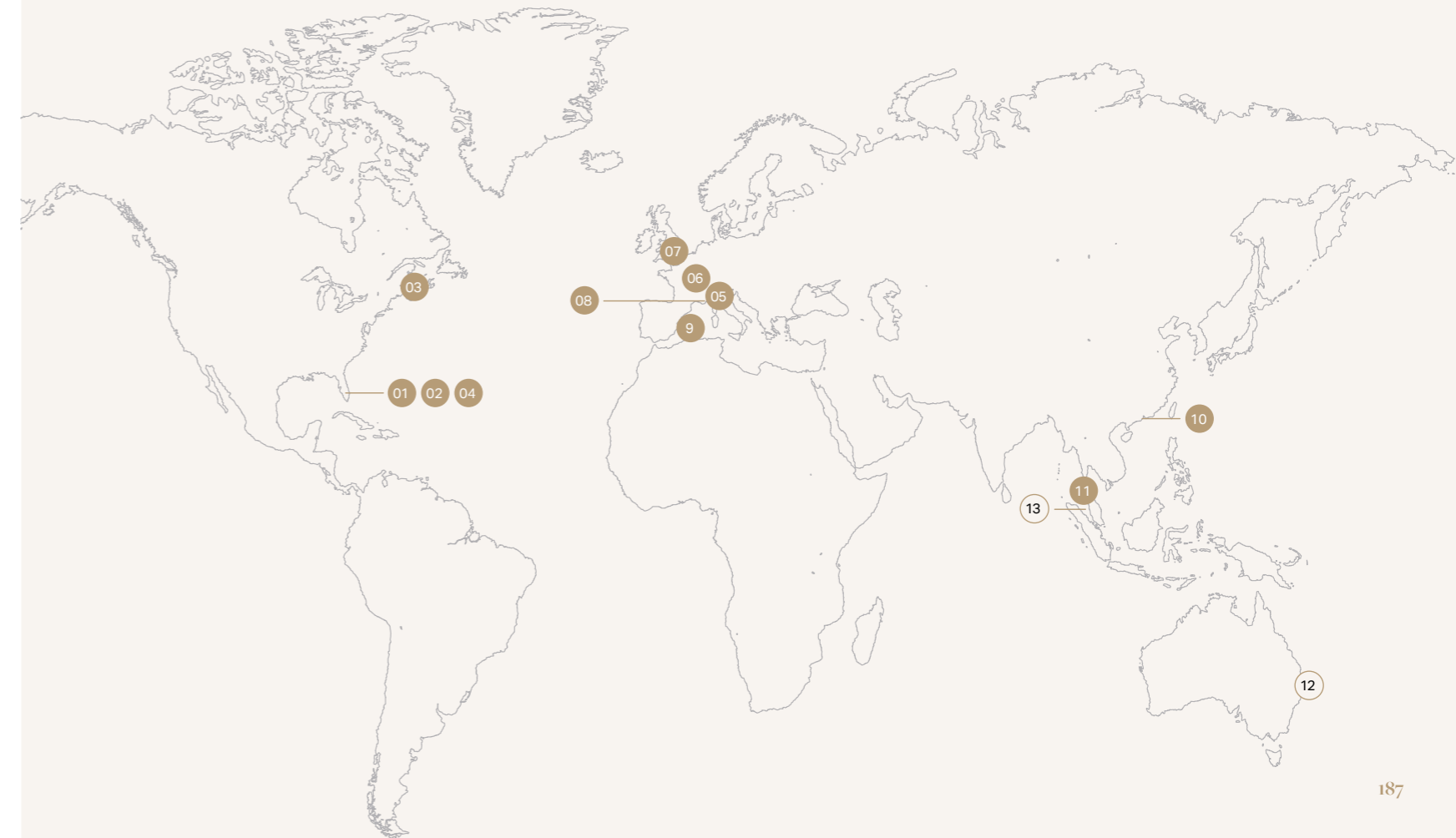
- 05 **Cannes**
Port Canto, Bd de la Croisette,
06400 Cannes, France
T. +33 4 83 14 12 44
E. cannes@camperandnicholsons.com
- 06 **Geneva**
Rue Kléberg 14
1201 Geneva, Switzerland
T. +41 22 810 82 00
E. geneva@camperandnicholsons.com
- 07 **London**
Green Park House, 15 Stratton street
Mayfair, London, W1J 8LQ
T. +44 20 7009 1950,
E. london@camperandnicholsons.com
- 08 **Monaco**
Gildo Pastor Center,
7 Rue Gabian, MC 98000, Monaco
T. +377 97 97 77 00
E. monaco@camperandnicholsons.com
- 09 **Palma**
Marina Moll Vell, Calle Muelle Viejo 6,
Locales 4-5, 07012, Palma de Mallorca
T. +34 971 40 33 11
E. palma@camperandnicholsons.com

ASIA

- 10 **Hong Kong**
19 /F, AIA Central
1 Connaught Road C, Central, Hong Kong
T. +852 3976 7900
E. hongkong@camperandnicholsons.com
- 11 **Phuket**
Boat Lagoon Marina, Office #20/12
Thepkasattri Road, Koh Kaew, Muang,
Phuket, 83000, Thailand
T. +66 76 239 679
E. phuket@camperandnicholsons.com

C&N LOCAL REPRESENTATIVE

- 12 **Australia**
Suite 56, 74 Sea World Drive, Main Beach
Queensland 4217, Australia
T. +61 7 5528 2338
E. cniasia@camperandnicholsons.com
- 13 **Malaysia**
3A-1-12 Straits Quay, Seri Tanjung Pinang,
Tanjung Tokong, 10470, Penang, Malaysia.
T. +604 – 899 8989
E. cniasia@camperandnicholsons.com



— GEMINI BY **HEESEN** 55M | STEEL | 15 KNOTS | AUTUMN 2022



HEESEN

POST-WAR AND CONTEMPORARY ART EVENING SALE

AUCTION · 10 March 2021 · 8 King Street · London SW1Y 6QT

CONTACT · Cristian Albu · calbu@christies.com · +44 (0) 20 7752 3006

FRANK AUERBACH (B. 1931)

*Reclining Head of
Gerda Boehm*, 1980–81
oil on board
18 x 19 ½ in. (45.7 x 49.5 cm.)
Estimate: £600,000–800,000



— For information please send your request to tconboy@heesenusa.com

Auction | Private Sales | christies.com

CHRISTIE'S

Other fees apply in addition to the hammer price. See Section D of our Conditions of Sale at christies.com



*The new Maserati Trofeo Collection.
The Art of Fast*



Maserati Trofeo Collection. Technical specifications and homologation figures may vary. Please contact your nearest Maserati dealer to confirm the specifications applicable to your area/region.