

# SEA+I

ISSUE 44



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Indicative fuel consumption figures in litres/100km (mpg) for the 2020 MY Aston Martin DBX: urban 12.2 (23.1); extra urban 13.5 (20.8); combined 14.3 (19.7). CO2 emissions 269g/ km. The mpg/fuel economy figures quoted are sourced from regulated test results obtained through laboratory testing. These figures are strictly indicative and preliminary and are for early comparability purposes only and may not reflect your real driving experience, which may vary depending on factors including road conditions, weather, vehicle load and driving style. These early prototype figures are intended for indicative comparability purposes. This vehicle is not yet for sale and this information is based on a prototype. The fuel consumption you may achieve under real life driving conditions and CO2 produced will depend upon a number of factors including the accessories fitted after registration, variations in driving styles, weather conditions and vehicle load. The official figures for this vehicle will be released prior to and accompanying this vehicle being made for sale to the public. This information will be updated as testing continues.

# SEA+I

FOREWORD

The last twelve months have brought into sharp focus the benefits of yacht ownership, reflected in the strong performance of the brokerage market which is significantly up year-on-year.



IMAGE Forever One, 54.65m, ISA Yachts.

At Camper & Nicholsons, 2021 has delivered some record-breaking results already, including the in-house sale of the legendary 105-metre Blohm+Voss superyacht, Lady Moura, an achievement that is testament to the strength of the C&N team who came together to combine our considerable expertise to deliver this fantastic result for our client. Our Yacht Management division continues to go from strength to strength as well, with a fleet of yachts above 60 metres that continues to grow.

As we prepare our return to the Monaco Yacht Show, this issue is dedicated to the buoyant brokerage market. We showcase our sales fleet and pay attention to the best new build opportunities at the world's shipyards. On the topic of new builds, I am delighted to introduce Daniela Duck, who joins us from Perini Navi as New Build Coordinator. Read her thoughts on the market on page 74, where she is joined by another of the industry's leading females, Tankoa Yachts President Eva Orsi.

Beyond the thought-provoking stories that delve into industry trends such as security and sustainability, our writers have spent time this issue talking to the people who are making a difference in matters of social importance, such as Professor Ron Milo, who is solving Earth's mess with mass.

I hope you agree it makes for inspiring reading.

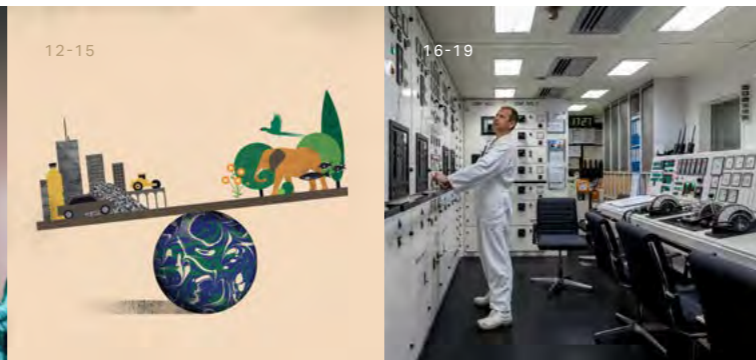


Paolo Casani  
Chief Executive Officer

Unrivalled *knowledge*. Unbeatable *experience*.



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SECTION 1

CONVERSATION STARTERS

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CONVERSATION STARTERS

## The anti-social network

WRITTEN BY TRISTAN RUTHERFORD

Social media set out to unite the world. Some commentators say it has split society down the middle. Bosses from Twitter, Facebook and Instagram highlight how internet giants have sown division. While Emmy Award winner Jeff Orlowski, director of Netflix hit *The Social Dilemma*, shows how we can rewired planet earth in a positive way.

Social media companies never set out to be evil. So says Justin Rosenstein, the former Google manager who invented the Facebook Like button. “When we were making the Like button our entire motivation was: ‘Can we spread positivity and love in the world?’” Tim Kendall, the former Director of Monetisation at Facebook, shares a similar story. “(T)hese tools actually have created some wonderful things in the world. They’ve reunited lost family members. They’ve found organ donors.”

Neither Rosenstein or Kendall foresaw social media’s purported downside. “Rewind a few years ago, I was the President of Pinterest,” Kendall explains. “I couldn’t get off my phone...despite having two young kids who needed my love and attention. I thought: ‘God, this is classic irony. I am going to work during the day and building something that then I am falling prey to.’” Rosenstein, the Facebook Like inventor, agrees: “The idea that, fast-forward to today and teens would be getting depressed when they don’t have enough Likes, or it could be leading to political polarisation, was nowhere on our radar.”

Rosenstein and Kendall aired their views in *The Social Dilemma*. The award-winning docudrama shot to #1 on Netflix, while being streamed in 30 languages to

38 million households. All in the first month of its release in September 2020. Other rockstar techies like Sean Parker, the former President of Facebook, and Aza Raskin, who invented social media’s infinite scroll, share their worrying thoughts about the platforms’ effect on extremism, addiction and children’s health. The movie has sown wildfire-like fear among tech bosses, politicians and parents in the 190 countries where it has been viewed.

The primary issue is the humble telephone. As technology has improved, the cellphone has rendered obsolete the calculator, camera, alarm clock, notepad, calendar, dictaphone, compass and personal music player among other things. A decade ago, the world’s bestselling device was the Nokia 1280. Its key features were speed dial, predictive text and an FM radio. In 2020 the most shipped cellphone - reportedly 65m units worldwide - was Apple’s iPhone 11. It can be used to produce a feature film, perform online banking or manage a Nasdaq 100 company. Around half the world’s population - the wealthiest, most-influential half - own a smartphone. In the United States the ownership level is 85%, according to Pew Research. In the 18-29 age group, smartphone penetration is 100%.

IMAGE Emmy Award winning director Jeff Orlowski on set.





The award-winning docudrama shot to #1 on Netflix, while being streamed in 30 languages to 38 million households.



The second issue is the apps installed on these ubiquitous devices. Like any company, each social media platform needed to make its product more compelling. Chamath Palihapitiya, an early executive at Facebook, explains the process in *The Social Dilemma*. “So we want(ed) to psychologically figure out how to manipulate you as fast as possible and then give you back that dopamine hit,” he claims. Dopamine, as Harvard University describes it, is a feel-good chemical released when we exercise, eat a delicious meal or “have a successful social interaction”. Palihapitiya’s dopamine high was widely copied. “We did that brilliantly at Facebook. Instagram has done it. WhatsApp has done it. Snapchat has done it. Twitter has done it.”

As social media grew exponentially, it needed funds to support itself. Tim Kendall, the Director of Monetisation at Facebook, was an inside guy. “We talked about having Mark (Zuckerberg) have those dials,” Kendall recalls. “Hey, I want more users in Korea today.” “Turn the dial.” “Dial up monetisation, just slightly.” ... I mean, at all of these companies, there is that level of precision.” No-one can blame a company for wishing to deliver value to shareholders.

The problem, claim the high level interviewees in *The Social Dilemma*, is that growth was outsourced to algorithms. The movie argues that the essence of social media is to present users with a search result or YouTube video that will make them interact more, and therefore view more ads, regardless of the content’s truthfulness. Although critics of the film claim that it over-dramatises the issue, or that the interviewees have long ceased to wield any power on the platforms they spoke about.

IMAGES FROM TOP: Orlowski persuaded social network presidents and top talking heads to speak on screen. Tristan Harris, former design ethicist at Google, was a key contributor to *The Social Dilemma*.

Jaron Lanier, one of the founding fathers of virtual reality, sums up one indisputable issue. “Just imagine for a second that Wikipedia said: ‘We’re gonna give each person a different customised definition, and we’re gonna be paid by people for that.’ It’s exactly what’s happening in your YouTube feed.” Internet searches have become skewed to the extent that if a Google user types in ‘Climate change is...’ they will be given differing results based on their geographical location and search history. In some cases the autocomplete will read ‘Climate change is a hoax’. In others ‘Climate change is not caused by humans’. And so on, for pandemic information, presidential debates and every other subject.

*The Social Dilemma* explains how each user is prompted to interact. Essentially a virtual avatar exists for every social media user, based upon almost every digital interaction that the real life person has ever made. In other words, a digital you.

That is troubling for society, says Tristan Harris, former design ethicist at Google. “There’s an entire discipline...called ‘growth hacking’,” Harris explains. “Teams of engineers whose job is to hack people’s psychology so they can get more growth.” Harris believes that growth can swiftly spiral. Algorithms can cause feeds to become an echo chamber of, for example, like-minded conspiracists, who are encouraged to interact as long as they view more ads. “If I want to manipulate an election,” he says, “I can now go into a conspiracy theory group on Facebook, and I can find 100 people who believe that the Earth is completely flat. Facebook will happily send me thousands of users that look like them that I can now hit with more conspiracy theories.”

## “Never before in history have 50 designers - 20- to 35-year-old white guys in California - made decisions that would have an impact on two billion people.”

A prime example is Pizzagate. The incident took place during the 2016 American presidential election. A false claim stated that a politician's emails contained coded messages about a human trafficking ring that performed satanic rituals inside the Comet Ping Pong pizzeria in Washington, DC. The news went viral. The more people clicked on it, the more social media propagated the message, despite its patent untruths. The pizzeria in question suffered a gunshot attack and, years later, an arson assault.

“There's an MIT study that fake news on Twitter spreads six times faster than true news,” says Harris. He was so concerned that he co-founded the Center for Humane Technology, an organisation dedicated to highlighting issues of addiction and misinformation in the social media sphere. “Never before in history have 50 designers - 20- to 35-year-old white guys in California - made decisions that would have an impact on two billion people.”

When will the digital alchemy end? One person to ask is Jeff Orlowski, the director of *The Social Dilemma*. “We need to understand that these platforms are not actually designed for human connection,” Orlowski claims. “They're designed around a false pretense that you have to have thousands of friends to have a social affirmation.” Orlowski's previous documentary films, *Chasing Coral* and *Chasing Ice*, provoked similar

discussion. For the latter he holds a Guinness World Record for capturing an iceberg calving event at the Jakobshavn Glacier in Greenland.

The tech talking heads that appear on Orlowski's film suggest various means to reduce reliance. Like turning off notifications lest the constant ping decrease your productivity. Or using an app - no irony intended - to gauge and reduce cellphone usage. With children it's important to discuss social media and set limits collaboratively. Google CEO Sundar Pichai (who admitted watching *The Social Dilemma* to a US Senatorial panel set up to discuss the subject) imposes strict limits on the screen time of his two children. Snapchat CEO Evan Spiegel grew up without a television and credits the restriction in technology as part of his creative success.

Orlowski goes one step further. “We need to take this exploitative industry and regulate it for the betterment of the public,” says the movie's director. That could be by taxing data collection or data assets, as the tech giants currently have no fiscal incentive to change their profitable model. “People love human connections and I've been using FaceTime during the pandemic to talk to my family,” says Orlowski. “That's what we really want from our technology. But that's not what the intention of social media is.”

IMAGE *The Social Dilemma* squeezes high drama into 90 minutes of film.





CONVERSATION STARTERS

## Solving Earth's mess with mass

WRITTEN BY TRISTAN RUTHERFORD

Our planet has a suffocation crisis. Professor Ron Milo has measured human presence and the cupboards are overflowing with cars, mobile phones and cement structures. The solution? It's in the numbers. The professor's prescription includes extra vegetables and more Zoom calls, while using science to solve climate crises.

**P**rofessor Ron Milo likes to measure things. "Our passion at the Weizmann Institute of Science in Israel is to look at the world and quantify what's in it", the professor explains. "We wanted to measure how much living mass like plants, bacteria and animals we have. This is called biomass. Plus how many human-made products like bricks, laptops and asphalt we have. This is called anthropogenic mass."

By compiling statistics from various global studies, Milo's team tried to find out what weighs the most. Biomass or anthropogenic mass.

"We found that biomass is relatively constant," continues Milo. "However, since the beginning of the 20th century, anthropogenic mass has doubled approximately every 20 years." When did the weight of human-made things overtake natural things? As Milo's report proves: "2020".

For the first time in history, the combined weight of cars, cellphones, cement and other societal elements has become heavier than all living things on earth. In terms of mass, there is more plastic alone than all land and marine animals combined. Those statistics might sound alarming. For Milo, this big data contained in his report can promote positive change.

There's no need to panic, continues the professor. "It's not like you'll wake up tomorrow and there's a tipping point that has changed the world. Although we are already feeling the results of our changes," most visibly in terms of habitat loss and pollution.

Instead Milo's study hopes to put a perspective on our footprint. "Some people might believe the impact of humanity on our planet is negligible," he explains. "Our rigorous analysis proves the opposite." In Milo's analysis, "just realising the fact that humanity has such a large factor in shaping the earth tells us something about our responsibility."

IMAGE Anthropogenic mass vs biomass, Central Park, New York.



The bad news is that there is no single solution to reducing our footprint. “You need to ask yourself what leverage you have,” Milo explains. “For example, do you own a large company that could do something differently?” Saving the world often makes business sense. Covering your factory roof in Tesla solar tiles, for example, will result in energy savings. And possibly profits too. According to CNBC, the global level of sustainable investments doubled by volume during 2020.

The good news is that Milo’s statistical analysis might point to other environmental solutions. “Putting numbers behind the mass of stuff we produce gives us a clear yardstick to mark our effect,” he explains. Some statistics are as dull as concrete. That’s right, concrete. The most widely-used anthropogenic matter (and the second most consumed substance in the world, after water) produces 8% of greenhouse gases. If concrete were a country, it would be the world’s third-largest carbon emitter behind China and the United States. After all, 70% of humans live in a concrete structure. One solution might be green cement. By using residual waste from other manufacturing industries, like silica fume from computer production and fly ash from coal-fired power stations, green concrete uses less energy in production. It’s also more durable.

“A lot of our environmental impact is related to housing,” agrees Milo. Hopefully when his report’s data is disseminated, “it might affect decisions on how to build your dream home more efficiently. Or how you can use natural resources, from water to sunshine, even better.” His study might also ask how society can construct the two billion homes needed through 2100. Which may need to be built using recycled and renewable materials, with the ability to manage their own energy and waste.

Ironically, the Covid-19 pandemic may have given humanity a push in the right direction. “The pandemic has been terrible,” cautions Milo. “Especially for people who have lost loved ones.” Although some long term effects might reduce our anthropogenic footprint. “For example, Zoom is now considered an

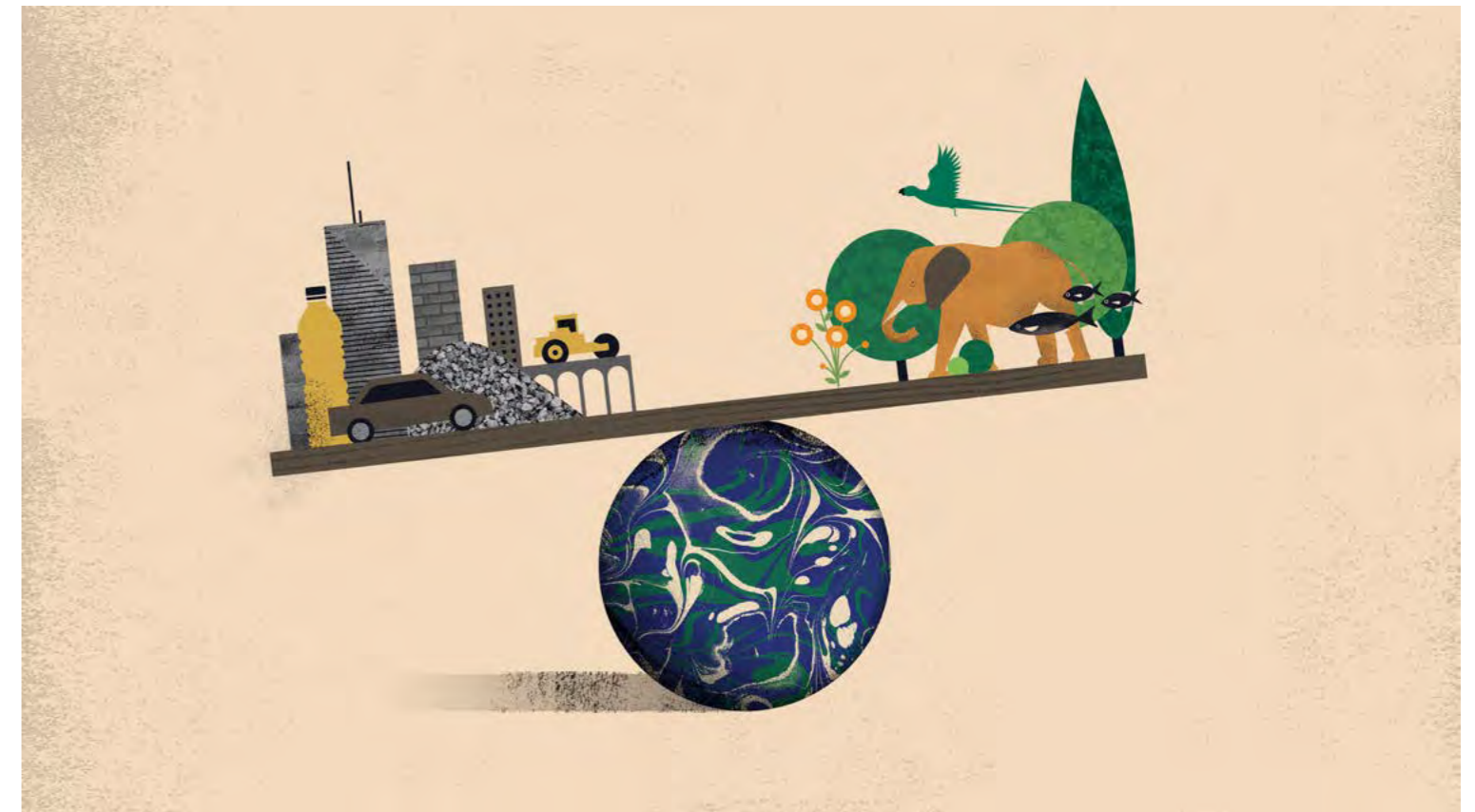
acceptable way of attending a meeting,” continues Milo. “You can log-in instead of spending time and fuel in planes.”

Has Milo reduced his own footprint? “I now eat less meat,” confirms the Israeli professor. That’s significant. Because another of Milo’s statistical studies notes that humans represent 0.01% of all living things. Yet they have caused the loss of 83% of all wild mammals, most of it due to habitat destruction related to grazing and animal feed production. The lost species include, during the last decade alone, the Western Black rhinoceros and the Yangtze river dolphin.

Conversely farmed livestock (there are one billion each of cows, pigs and sheep) make up 60% of mammals on our planet compared to 4% for wild mammals. This livestock produces around 15% of global greenhouse gas emissions according to the UN Food and Agriculture Organisation. Beef emissions make up two-thirds of that figure.

Such stats have already impacted those aware of them. In 2021 a leading American food website, Epicurious, took a decision not to publish new beef recipes citing concerns over climate change. In 2017 Sir Lewis Hamilton became vegan to improve both animal welfare and environmental awareness. Novak Djokovic, Venus Williams and some of Hamilton’s 22 million Instagram followers have also transitioned to a plant-based diet. As has Hamilton’s pet bulldog Roscoe. The pup might thank Professor Ron Milo for reducing his carbon pawprint.

Camper & Nicholson’s has followed the lead. As a partner of Mission Blue, the marine protection agency created by oceanographer Dr Sylvia Earle, owners and guests can now focus their voyage around zones of high biodiversity, while engaging in marine preservation and wildlife spotting in the area. In the words of Dr Earle: “The next 10 years will shape the next 10,000 years. What we do or what we fail to do will make the difference.”



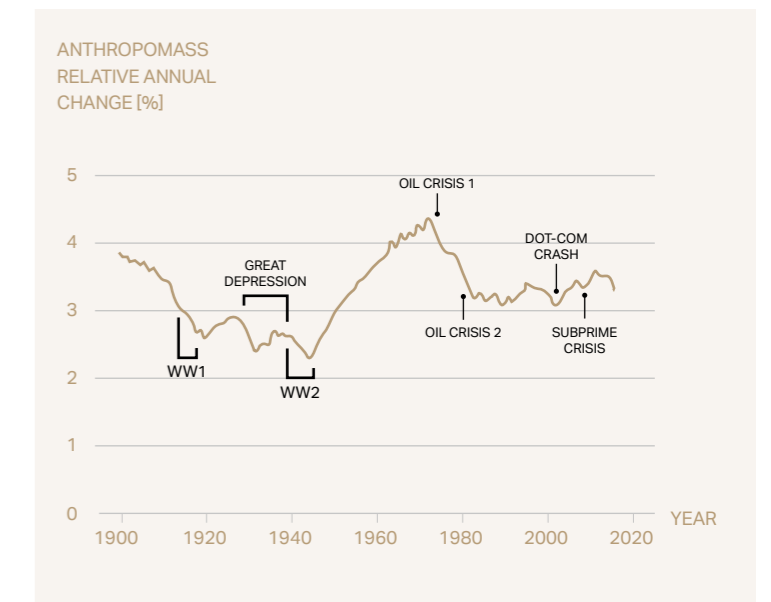
### Human-Made Mass



### Natural Mass



### Timeline





CONVERSATION STARTERS

## Safe as houses

WRITTEN BY **CHRISIE MCCLATCHIE**

For many owners, a yacht is an extension of the family home, a safe haven that shields them from the daily glare. So why, asks Priavo Security CEO Pete Murphy, isn't security at sea as much a priority as security at home?

Security isn't up there with beach clubs and spa suites as the sexiest topics in yachting but according to Pete Murphy, it's a subject all stakeholders in the industry should be taking seriously. "Security is a bit like insurance," the CEO of Priavo Security says. "It's always excessive until it's not enough."

Some yacht owners have already had the first-hand experience to agree with him. Such as the one who found three hidden cameras onboard their 90+-metre vessel during a post-purchase sweep. "There was a tiny device picked up in the dining room, above the table," Murphy says. "And it definitely wasn't placed there for discreet service." His team included a network expert who identified another security breach. "Each of the cabins was equipped with entertainment systems controlled by iPads," he continues. "And every one of them still had their cameras connected, meaning anyone who accessed the network could access visuals of those rooms."

This might be an extreme example, but Murphy is adamant that there are three occasions in particular when a yacht should undergo such a forensic examination: "Post charter, post refit and post sale," he says. "That's

when I would personally want my yacht to be swept in particular areas." With the corporate world an important part of Priavo's scope of operation, he knows that the pursuit of illicit intelligence is a constant threat. "Criminals might try to obtain information for financial gain or to destroy someone's reputation," he continues.

Of course, such a process requires an investment in terms of both time and money — a team of three took two days to complete its check of the large yacht in question. But superyachts, while not the size of some of the other assets Priavo advises on, are especially "tricky," Murphy says. "There's so much going on behind the panels — and power everywhere to tap a device into."

Murphy, who calls himself a "jack of all trades, master of one — Executive Protection," founded Priavo in 2012, after a career working for various military agencies, including the UK Special Boat Service and Royal Marines. With a background in marine counterterrorism, his training made him hot property in the civilian world and soon after found himself serving as armed protection on yachts crossing through the Gulf of Aden. To date, his team has racked up 6,000 armed transits.

IMAGE Superyacht security is a complex issue.





Currently, there are nine people in the Priavo team but that number swells to more than 30 when the 360 Maritime Security Alliance is considered. Murphy was crucial to its establishment. “Security works in layers,” he explains. This partnership of three of the best physical, electronic, and cybersecurity businesses offers yacht owners all-encompassing protection while still allowing them to have a single point of contact, or “a single point of trust,” as Murphy describes it. An additional 50 experienced security operatives can also be deployed on a variety of global security tasks.

Of course, cyber protection is an ever-evolving sector — and one yachting regulatory authorities are taking much notice of: as of January 1, 2021, all yachts over 500GT must have a formal security plan as part of their International Safety Management (ISM) Code. In an ideal world, Murphy says he would be collaborating with shipyards and naval architects to ensure security is a consideration from the first sketch of a new build hull. But being the good guys will always be an ongoing gig. “We are constantly looking at everything from an attacker’s perspective,” he says. It’s a case of working backwards to move forwards.

You’d be wise to not get him started on drones and the menace they pose from great distances — but Murphy is as similarly concerned about a potential threat much closer to home. “I know it sounds like something out of a movie, but crew vetting is an area that has really been overlooked,” he says. From a disgruntled employee to something as seemingly benign as a new starter with a penchant for oversharing on social media, Murphy explains that an understanding of the insider threat will encourage more robust vetting procedures. “If someone is flagged through a search or suspicion, our trained intelligence analysts can monitor their digital footprint,” he explains. With enough information, personality types and potential sentiment can be assessed.

His work to highlight a vessel’s vulnerability has been known to involve honey traps and fake paparazzi complete with long-range lenses but the end goal is never to catch people out, rather to use the findings as a base for improvement. And, he says, there becomes a point when a situational awareness descends across the yacht as a whole. “As the crew becomes more aware, they keep an eye out for anything unusual,” he says. “Then, we’ve got 20 sets of eyes, rather than just our own.”

With many yachts a safe haven for their owner, a highly treasured refuge away from the daily glare, the concept of a security presence isn’t always a welcome one. For Murphy, there’s no one-size-fits-all solution. Like any investment, it’s all about an individual’s appetite for risk. “Some people understand security and want to know about it,” he explains. “Others want to pretend that it’s not relevant to them because, although we keep a low profile, to suddenly have a security presence represents a big shift.”

Yet, Murphy explains that a yacht needs to be considered as part of a greater security ecosystem that extends from homes and offices to cars, planes and more. “If you’re going to have a ring of steel around you, don’t have a big gap in it onboard your vessel.” He is a big advocate for proactivity over reactivity, as well. “Time and again, people come to us after something’s happened, when it’s too late.”

He laughs when asked if he considers himself a conspiracy theorist. “I’ve worked in a world where anything you think can be done, can,” he says. “I don’t know if that makes me a conspiracy theorist or a realist.”

IMAGE Murphy says behind every panel there is a source of power to tap into.



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## SECTION 2

## LATEST LAUNCHES

## LATEST LAUNCHES

Yacht of the future.  
To charter today

22





LATEST LAUNCHES

## Yacht of the future. To charter today

WRITTEN BY TRISTAN RUTHERFORD

An eco-yacht doesn't have to be soft and cuddly. New launch *Emocean* pairs attitude with ambition. She can hop from Europe to South America on a tiny tank of gas. Then welcome guests to a floating paradise that uses the same recycled materials as the SpaceX Dragon capsule. Plastic bottles? They're banished. Instead find a crystal cellar with 150 bottles of organic wine.

**E***moccan* seldom needs a marina. That's because this brand new explorer yacht can cruise 5,000nm - the distance from Britain to Brazil - while consuming the same fuel load as a large tender.

The mission of her vegan owner was simple. To create the leanest, greenest superyacht on planet earth. Their wishlist was longer. Capacity for 12 guests. A sundeck infinity pool. A draft barely deeper than 2m, enabling her to glide into any anchorage from Vis to St Vincent.

IMAGE *Emocean*, the brand-new explorer yacht from Rosetti Superyachts.



## If 2021 charter bookings are any guide, Rosetti Superyachts has delivered a tough explorer that can turn heads from Iceland to the Indian Ocean.

Like a true explorer, *Emocean* couples autonomy with attitude. She carries spare parts to fix problems at sea within a 38m steel hull. A potable water system that can mineralise or spritz drinking water without the need for plastic bottles. A crystal glass cellar that can chill 150 bottles of organic wine. Most importantly, she has the ability to cruise the natural world while imparting a tiny carbon footprint.

Yet here's the irony. To render *Emocean* unbreakable, her owners chose Rosetti Superyachts in Ravenna. In 1960 this shipyard started producing tug boats and supply vessels for the Adriatic oil and gas industry. Not very eco. However for Rosetti's Sales and Marketing Director, Andrea Giora, that history is a bonus. "The 100 commercial vessels we built are strong, stable and have excellent sea keeping ability," he explains. "Rosetti's energy industry vessels have to work in all conditions far away from infrastructures," from 'Hurricane Alley' in the Gulf of Mexico to the tumultuous North Sea.

With *Emocean*, Giora and his team were given a chance to pivot their knowledge. "We made our experience open for owners looking for an ultra reliable and efficient superyacht," he explains. If 2021 charter bookings are any guide, Rosetti Superyachts has delivered a tough explorer that can turn heads from Iceland to the Indian Ocean.

IMAGES FROM ABOVE *Emocean*'s crystal glass wine cellar, as seen from her main saloon. The view from the bridge deck saloon.

The design ethos aboard *Emocean* brings the outside in. While some yacht interiors hide from the ocean, or recreate the atmosphere of a country lodge, *Emocean* embodies the élan of an Ibiza beach club. Floor-to-ceiling windows and balconies turn seascapes into portraits. There are few doors or corridors to impede flow. Instead the Pilates IQ reformer and crystal glass wine cellar become features themselves. Her 350m<sup>2</sup> deck space serves as a platform for cinema nights, wildlife spotting and alfresco dinners for 12.

All chintz has been rinsed. The light-filled master suite appears teleported from a Milanese design hotel. There's a diving board that springs from the bridge deck directly into the drink. Contemporary Cassina sofas are made from 100% recycled fibre - mostly from PET bottles scooped from the sea.

Environmentalism sits at the core of *Emocean*'s build. However, her owners chose to inspire, not preach. Few charter parties will complain at the ban on toxic cleaning products. Or the provision of reef friendly sunscreen and biodegradable toiletries. Plastic water bottles, which comprise the principal source of yacht waste, have been eliminated. In their place is a Blupura water filtration system. Guests can fill their reusable *Emocean* bottles from aqua kiosks - choose chilled, sparkling and mineralised water - on each deck.





“Her owners wish to use her as another house to explore the world,” concludes Giora. With Camper & Nicholsons, that opportunity to cruise sustainably and stylishly is now open to all.

The eco-chic mentality runs deep. Skin and fur have been replaced with natural fabrics and Econyl, a nylon made from regenerated landfill. Coverings are crafted from Alcantara, a soft recycled textile used inside the SpaceX Crew Dragon capsule. Renewable woods make screens, pillars and parquet floors. Even crew uniforms are crafted from recycled ocean plastic. If guests desire, her private chef can propose an optional vegetarian day. Think black truffle gnocchi, medjool date hummus and blood orange sorbet. Although Camper & Nicholsons charterers can also still order a rack of lamb.

Did the owners’ eco aspirations impact the timescale at the Rosetti Superyachts shipyard? “They were not in a rush,” says Giora. “They wanted us to deliver the right product, rather than the wrong product in a shorter time.” A key factor for the owners was the ability to select suppliers for each element, from carpentry to kitchen supplies, then interact with that provider to ensure minimal impact during the lifetime of their yacht. “Their selection wasn’t based upon price,” confirms Giora. “They desired quality and durability and sustainability. Rosetti Superyachts was happy to oblige.”

A final game changer was the installation of a state-of-the-art electricity management system. It essentially supervises energy consumption, then automatically switches off outlets that aren’t functioning. All of which promises a tiny fuel bill to *Emocean’s* owners and disembarking guests alike.

*Emocean’s* toys are literally electrifying. On constant charge is the Seabob F5 SR, the most powerful personal underwater craft. Using twin cameras, it can beam video footage back to *Emocean* using WiFi. Ebikes can whiz along the palm-shaded roads of Eleuthera in winter, or the coastal lanes around Cap Ferrat in summer. The DVI drone is of the type used by aerial photography units. It can track, film and broadcast a charter party’s excursions for HD editing back onboard.

The fuelless toy flotilla is equally inspired. There’s a jellyfish pool. Kayaks. SUPs. And six carbon fibre STRiDA city bikes, which fold up like umbrellas. Thirst for gas? *Emocean* couldn’t resist a ZAR Formenti tender, built just outside Milan, and a 100cc scooter. You can take the man out of Italy but...

Giora sums up the 2021 launch. “The owners of *Emocean* are not typical,” he concedes. “They do not want to sit in a marina or only do watersports in the Western Mediterranean.” *Emocean’s* green manifest is more globally aware. “Her owners wish to use her as another house to explore the world,” concludes Giora. With Camper & Nicholsons, that opportunity to cruise sustainably and stylishly is now open to all.

*Emocean* charters with Camper & Nicholsons in the Mediterranean and Caribbean from USD 160,000 per week.

IMAGES *Emocean’s* beach club. The powerful Seabob F5 SR.



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## SECTION 3

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NEW FRONTIERS

## Our future life aquatic

WRITTEN BY TRISTAN RUTHERFORD

Captain Nemo was correct. Undersea explorers like Jacques Cousteau proved that humankind can thrive on the ocean floor. Can new subaquatic cities solve global issues? Can underwater restaurants and hotels highlight a path? It's time to dive deep and turn science fiction into science fact.

In 1963 Jacques Cousteau, ocean explorer extraordinaire, had a singular idea. "The best way to observe a fish is to become a fish," he explained. To realise his aim, Cousteau constructed Continental Shelf Station Two. This experimental underwater colony was tethered to the ocean floor in the translucent Red Sea waters off Sudan. Six French 'oceanauts' would live in the starfish-shaped structure for 30 days. Here they could scuba with impunity without needing to surface or regulate depth.

Continental Shelf Station Two was sustained from above. Radio messages, classical music and weather forecasts were beamed down from the 42m *Calypso*, a former Royal Navy minesweeper, which Cousteau had converted into an explorer yacht. Scuba divers delivered other essentials by hand. Like oxygen tanks, French newspapers, hair clippers, fresh meat, red wine and *billet doux* posted *par avion* from Paris. Gauloises cigarettes were another necessity. When not

swimming, the six oceanauts pontificated and smoked like a subaquatic Jean-Paul Sartre.

Cousteau's daily reverie attracted a global audience. Each morning the oceanauts swam out into a watery wilderness while gazing up at the sunny surface above. Shoals of barracuda flew like flocks of birds. Hammerheads cruised past like strutting gangs. Using a rudimentary seascooter - essentially a torpedo strapped between a diver's legs - they could trail giant trevally. Microscopic fauna was collected for inspection, "some nothing more than organised water," mused Cousteau.

The oceanauts slowly became mermen. They shunned the 24-hour clock. A Technicolor parade of tassled scorpionfish paraded past their windows night and day. Forget cabin fever. Cousteau's group couldn't tell if they were looking into an aquarium, or living inside one. The experiment became them.

IMAGE Cousteau interviewed about his movie *The World Without Sun (Le Monde Sans Soleil)*, in the presence of Albert Falco, leader diver of *Calypso* and director Jacques Ertaud.





FROM TOP LEFT Jacques Cousteau's yellow diving saucer. Jacques Cousteau from the documentary *World Without Sun*. Cousteau's underwater habitat as seen in the documentary. Remains of Continental Shelf Station Two today. The Tektite II habitat. Dr. Sylvia Earle.

“Time was unlimited,” remembered Earle. She spent up to 12 hours a day navigating a tropical aquarium of 400 reef species, “like the family of angelfish on their morning stroll”.

The movie Cousteau made about the project, *World Without Sun*, won the 1964 Academy Award for Best Documentary Feature. (That year Alain Delon and Gregory Peck helped present the golden Oscar statuettes.) More importantly, Cousteau proved that an undersea existence wasn't merely possible, but preferable. It encouraged others to take the plunge, for a variety of reasons.

In 1970 NASA made their own underwater study. The American space agency sunk an underwater laboratory named Tektite II off the US Virgin Islands in 15m of gin clear seas. The experiment was supposed to collect data concerning weightlessness, oxygen toxicity and interpersonal psychology for use in manned space stations. Instead it gifted divers a once-in-a-lifetime opportunity to loosen the tethers of gravity for two fantastical weeks.

One Tektite II mission consisted of five female ‘aquanauts’. The lead submariner was Camper & Nicholsons partner Dr Sylvia Earle. “Time was unlimited,” remembered Earle. She spent up to 12

hours a day navigating a tropical aquarium of 400 reef species, “like the family of angelfish on their morning stroll”. Washington journalists took Earle’s mission less seriously. “Five Gals Face Plunge With One Hair Dryer,” laughed the *Associated Press*. However, Tektite II’s all-female scientists spent longer underwater than their male counterparts, paving the way for the first female American astronaut in 1983.

Coral has encrusted the remains of Continental Shelf Station Two and Tektite II off Sudan and the Virgin Islands respectively. Both sites can be dived using a Camper & Nicholsons yacht. The pioneering panache of Earle and Cousteau has a greater legacy in the dozens of ocean floor projects that may come to fruition. In Japan the Shimizu Corporation has proposed the Ocean Spiral. It looks like a 500m-wide floating football, which contains solar-powered farms and habitation for 5,000 people. The spiral section transports scientists 3km down to the Pacific seabed where they can monitor seismic occurrences. Thermal ocean energy spirals up in the other direction.



## An underwater utopia comes one step closer on a Camper & Nicholsons yacht. Amid the 17,000 islands of Indonesia, 65m *Lamima* has two Seabob F5 seascooters.

One project may have been inspired by Cousteau's expedition to Lake Titicaca in Peru, where some residents still dwell on reed islands on the vast Andean lake. Lilypad is a floating utopian city styled by Belgian eco-architect Vincent Callebaut. It's designed to rehouse 50,000 people displaced by rising sea levels. Half above the water, half below, an artificial lagoon in Lilypad's centre would act as a ballast as the city floated - without the need for national suzerainty - around the globe. The views above and below the waves would astound.

Two subaquatic ideas have already been brought to life. Under in Norway is the world's largest underwater restaurant. Its €240 tasting menu is a Scandi-sensation of ling roe with wildflowers and burnt langoustine with fermented honey. The fine dining experience at Under is illuminated by the ethereal emerald glow of a Norwegian fjord. The Muraka Suite at Conrad Rangali Island in The Maldives allows guests to sleep with the fish. The master bedroom is a submerged glass pod. Guests may indulge with Aesop beauty products while manta rays flash past their shower. Room rates start at USD 9,999 per night.

An underwater utopia comes one step closer on a Camper & Nicholsons yacht. Amid the 17,000 islands of Indonesia, 65m *Lamima* has two Seabob F5 seascooters. Using integrated HD cameras, they can capture wildlife then share footage to any smartphone or yacht-based device using WLAN technology. The upshot? Your own Cousteau epic can be edited by crew while you change for dinner. The classic 26m *Monara* has something similar. When the Feadship was lovingly renovated at her original Dutch yard in 2016, engineers installed underwater cameras in the bow and stern. Live video footage of leaping dolphins can be streamed into cabins and onto guests' iPhones.

The experience of filming underwater also changed Jacques Cousteau. His Continental Shelf Station Two project was purportedly funded by a French petrochemicals giant with a view to exploiting the ocean floor. When Cousteau piloted *Denise*, his two-person private submarine, 400m below the Red Sea he found a stark beauty he felt compelled to protect for the rest of his career. His Oscar winning movie shared the message. "A lot of people attack the sea," said Cousteau. "I make love to it."



PREVIOUS PAGE Muraka Suite at Conrad Rangali Island, The Maldives.  
FROM LEFT Sailing yacht *Lamima*. Hammerhead sharks. Seabob F5 seascooter.



The fine dining  
experience at Under  
is illuminated by the  
ethereal emerald glow  
of a Norwegian fjord.

FROM LEFT Under, the world's largest underwater restaurant  
in Norway. Waitress preparing the tables at Under.





NEW FRONTIERS

## Creating yachting's smartest hub

WRITTEN BY TRISTAN RUTHERFORD

This December, yachting's biggest players gather for discussions in Dubai. The topic? How to make the UAE a key hub for winter cruising and migrating yachts. The plan? It involves new marinas, marine parks and stand-up paddleboard commuter lanes. The scale? It's out of this world.

Captain Tony Crabbe shares an interesting anecdote. “In the 1980s many people laughed at Dubai Airport’s expansion,” recalls the former merchant captain. “They asked, ‘What’s the point of an airstrip in the desert?’” Crabbe didn’t need a crystal ball. “The airport was so well placed, at the crossroads of Europe, Asia and the Middle East, that it was bound to succeed.” With 92 million annual passengers, Dubai International Airport is now the busiest international airport in the world.

Crabbe’s current plan runs along similar lines. He is collaborating with UAE authorities and P&O Marinas to turn Dubai into a preferred winter hub for the world’s greatest yachts.

Five decades of top level marine experience have taught Crabbe a rare skill. The ability to listen. “That’s why we’re hosting the International Superyacht Summit in Dubai this December,” he says. “We’ve invited maritime lawyers, agents, suppliers, builders, owners and captains to share their idea of a perfect yachting destination.” These spokespeople might be blunt, admits Crabbe. “They might say: ‘You need to do this better. Or this is frustrating, why don’t you do that?’. Our job is to share that feedback with the correct authorities. In short, we are here to facilitate the fulfillment of this multitude of needs.”

The calibre of speakers at the International Superyacht Summit is unrivalled. They include Feadship brand director Farouk Nefzi and Ferretti CEO Alberto Galassi. There will be no

accompanying yacht launches to distract from the discussion. Instead industry players, like Camper & Nicholsons CEO Paolo Casani, will lecture on how to develop smart superyacht destinations in future. Ones which offer, according to Crabbe, “seamless, uninterrupted satisfaction”.

“Yacht owners and guests are typically impatient,” continues Crabbe. “They quite rightly don’t want to spend four hours in immigration as that wastes tens of thousands of dollars. Every facility must be perfect.” Like bunkering. “Owners won’t sail to Dubai for discounted fuel, because prices from Sao Paulo to Singapore are pretty similar,” says Crabbe, who has circumnavigated the globe by sea many times. “What’s more important is availability. A captain wants to tie up in a dedicated yacht bunker berth - not a commercial harbour - then take on fuel and go. Absolutely every other service required must be readily available.”

Like Dubai International Airport, location is everything. “Our summit has to highlight the wider Arabian Gulf cruising area,” says Crabbe. These warm water destinations include Oman’s Musandam Peninsula, a fjord-like coast that rises to 2,000m - like Norway, but with dolphins and deserts. Plus the Al Yasat Marine Protected Area, where coral carpets shelter dugongs and green turtles. “Transiting yachts might use Indian Ocean islands as a stepping stone to Asia and Australasia,” hopes Crabbe. “In other words, our aim will not work unless it’s a regional effort.”

IMAGE View from Princess Tower over Dubai Marina.





**Tony Crabbe** is the Dubai-based CEO of Fabulous Yachts, the organiser of the Dubai International Superyacht Summit, as well as a Class 1 Master Mariner who has spent his career at sea.



**Hamza Mustafa** is the COO of P&O Marinas, the company in charge of the development of Mina Rashid Marina as it leads the way in establishing Dubai as the Middle Eastern capital of yachting and boating.

“Mina Rashid is Dubai’s oldest commercial port,” Mustafa explains. “The new marina sits at the centre of the mixed-use development and can currently accommodate 500 yachts of all sizes.”

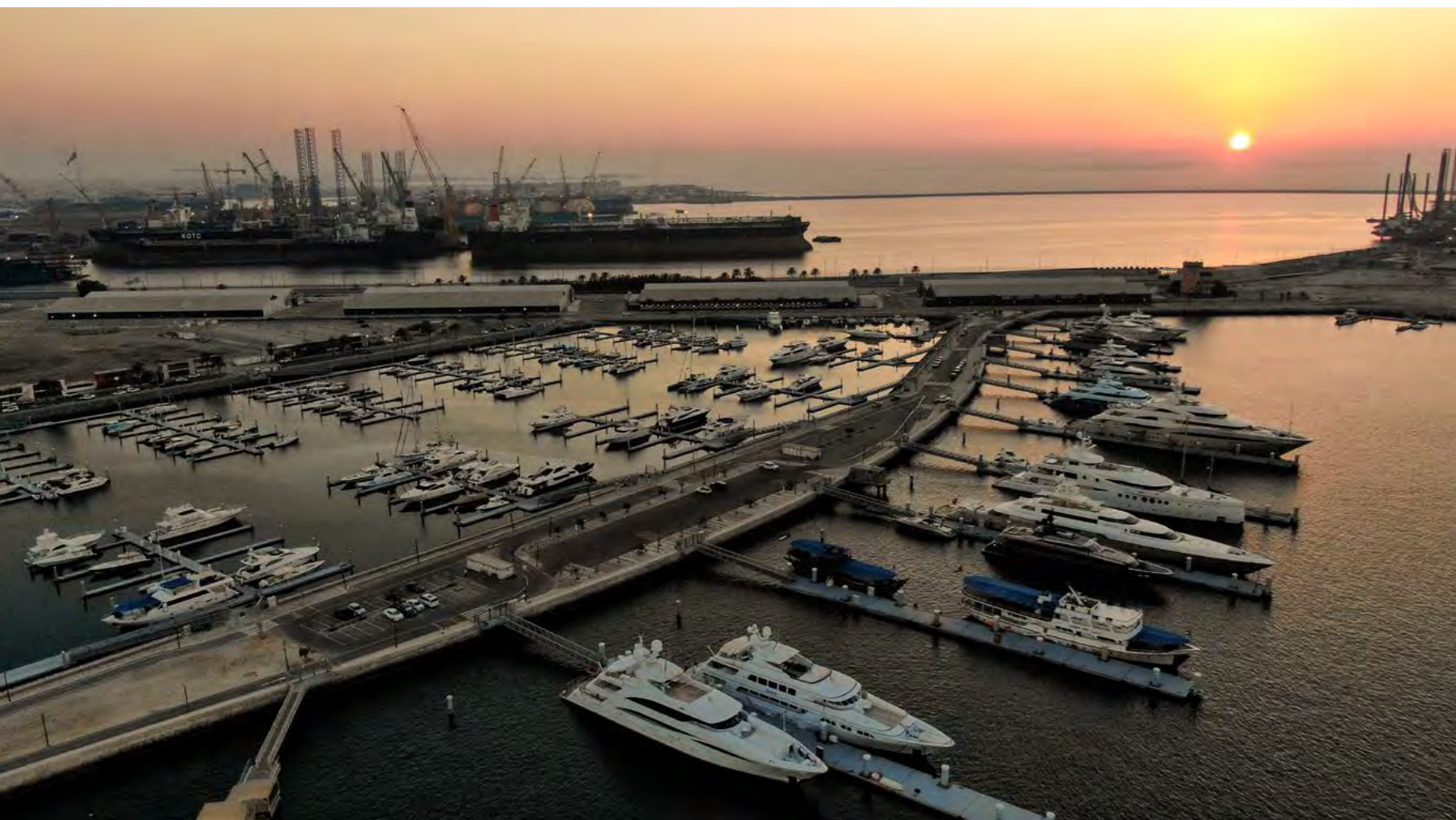
That aim took time to realise. “For a long time,” says Crabbe, “tourism executives thought that Dubai’s attractions were dune camping, shopping and land-based adventures.” Activities that essentially ended at the beach. “Now superyacht locations like Bvlgari Marina and Dubai Harbour have created an interface between shore and sea, expanding the tourism reach.” At Bvlgari Marina, opposite The World Islands, staff can deliver dishes from Michelin three-star chef Niko Romito to moored yachts. Dubai Harbour opened opposite The Palm in late 2020 to welcome yachts up to 160m. The biggest marina in the Middle East has its own kiss-and-fly heliport and skydive runway.

Yet in Dubai, sometimes the biggest isn’t enough. “Mina Rashid Marina (an ongoing development sited in the former commercial harbour of Port Rashid) will be very, very big,” says Crabbe. “At the risk of sounding cliché, it will be a whole lifestyle development. A marine city with thousands of apartments and activities.” There is talk of SUP (stand-up paddleboard) commuter lanes, battery powered helicopter transports and 10km of customisable berthing space. Inclusivity is key, continues Crabbe. “There will be a large yacht club where Dubai’s young population can learn to sail on Optimists,” the one-person dinghies that taught Sir Ben Ainslie, the most successful Olympic yachtsman, the rudiments of sailing.

The person in charge of developing Mina Rashid Marina is Hamza Mustafa, COO of P&O Marinas. “Mina Rashid is Dubai’s oldest commercial port,” Mustafa explains. “The new marina sits at the centre of the mixed-use development and can currently accommodate 500 yachts of all sizes.” Mustafa’s plan dovetails with Crabbe’s ambition. “Dubai is the only destination in the area that supports all the services a yacht would need, from maintenance to supplies to refit.” Put simply, his plan is for “Mina Rashid Marina to become a destination and winter homeport in one single location”.

Mustafa is helping Dubai to “open its doors to the global yachting industry”. In manifold ways. There is collaboration with other regional marinas. Plans for local and international regattas and watersport events within the Emirates Yacht Club. Creation of a state-of-the-art refit centre. Plus marketing of the Arabian Gulf as a destination to yacht brokers for wintering and migrating yachts. A further attraction in Mina Rashid Marina is the most venerable cruiser of all: the 294m QE2. In December the International Superyacht Summit will take place on board the former Cunard liner. As a key speaker, Mustafa will outline his masterplan to create a complete yachting ecosystem. “In ten years’ time,” he says, “we hope Dubai’s season starts when the Mediterranean’s ends.”

IMAGE View over Mina Rashid Marina.







“In ten years’ time,” he says, “we hope Dubai’s season starts when the Mediterranean’s ends.”

New marinas, plus seasonal attractions like the Abu Dhabi Grand Prix and Art Dubai, are already attracting owners, claims Captain Tony Crabbe. “A lot of Mediterranean-based yachts aren’t used during winter,” he says. “And as some people prefer to do business in Dubai rather than the Caribbean, owners are considering sending their vessels here instead. Yacht transport companies have contacted me to say ‘when this trend reaches a critical level, we’ll provide a regular Mediterranean to Dubai cargo service.’” That’s an important link for boats of around 50m. “Although for yachts of 100m you just tell your captain ‘go and I’ll see you there.’”

There’s a final challenge for the UAE to meet. That of Generation Y. After hosting several International Superyacht Summits in Dubai, Crabbe can foretell the future better than most. “I’ve seen first hand ownership passing to a younger generation,” he attests. “The older generation aren’t giving up yachting but it’s younger clients purchasing the yachts of today. Builders are very aware of this,” says Crabbe, and are designing with longer distance and more adventurous cruising in mind.

That’s not all. “Youngsters want to be able to do a multitude of things, in a multitude of places,” concludes Crabbe. “They will say: ‘I want to have a barbeque on an Antarctic ice shelf using a yacht with a strengthened hull, or I want to sail the Pacific to go whale watching.’” For some clients, immediacy might supersede aspirations of ownership. “So I think more specialised yachts and more exciting charter opportunities will come to the fore.” Thanks to Crabbe’s foresight, Dubai will be central to that plan.

IMAGE Yas Viceroy Hotel and the F1 Yas Marina circuit.

NEW FRONTIERS

# Yachting's elemental change

WRITTEN BY TRISTAN RUTHERFORD

Hydrogen is the most abundant element in the universe. It's already fueling a revolution in superyacht design, with the promise of silent running across vast oceans. Yet hydrogen power starts with an unlikely story. One that begins with the late Libyan leader Colonel Gaddafi's Sunseeker yacht.

In autumn 2010 Colonel Muammar Gaddafi was not a happy man. The Libyan leader was informed that his beloved 28m Sunseeker Predator, named *Che Guevara* in honour of his revolutionary hero, had been wrecked on a reef off Malta. The Colonel's yacht was left to rot in a Maltese shipyard.

Today the yacht's purchase and conversion by Norwegian company Green Yacht could spark a greater revolution. Rechristened *Hydrogen Viking*, Gaddafi's Sunseeker will launch in 2022 as the world's first zero-emission, high-speed luxury yacht. She could herald the industry's biggest shakeup in fueling, sustainability and naval design since the invention of steam.

Leading the design of *Hydrogen Viking* is Norway-based naval architect Rory Coase. "The Sunseeker had a good sound hull to begin with," says Coase. "Although the interiors were in a bit of a state," including the helm chair that only Gaddafi was allowed to sit in. Not that it mattered to Coase. "We would be completely reconfiguring her anyway," he explains. At the Noryards BMV shipyard near Bergen, the Sunseeker's diesel tank and diesel engines were cut away. They are redundant in Coase's masterplan.

IMAGE Colonel Gaddafi's beloved 28m Sunseeker Predator *Che Guevara*. Interior and exterior renderings of *Hydrogen Viking*.

Next summer, the plan is to race *Hydrogen Viking* through the Norwegian fjords. "The ambition of the project is to hit speeds in the 30 knot range," says Coase. Thanks to propulsion partner Corvus Energy, the world leader in supplying clean power to the shipping industry, "hydrogen tanks will power hydrogen fuel cells, which generate the energy for propulsion and charge batteries for peak usage". The bottom line? "We're aiming for a fast boat with fantastic handling," continues Coase. "That's one of the reasons Green Yacht picked a Sunseeker Predator, as the hull is designed for high speeds."

The jet ski garage will be missing too. It's been sacrificed so that interested parties, from school groups to potential clients, can peek at the revolutionary tech that promises zero noise and zero pollutants. For a naval architect like Coase, that's not the most impressive part. "The exciting thing is that if you strip away a traditional engine, plus the massive fuel tanks near the keel, the space you're left with is wildly different to what you'd expect on a diesel engine powered boat." On *Hydrogen Viking* the plan is to move the master cabin into the old engine room, with a private access passage to the sea. "We are experimenting on a pre-owned yacht," clarifies Coase. "When designing a new hydrogen-powered yacht from scratch you could expect greater freedom to play around with more volume in very different places."





*Hynova 40 is capable of cruising at 22 knots for over two hours. Once again, the sole emission is water, which can be boiled and served as a café au lait.*

There are criticisms. Some say that hydrogen cells are power hungry. In fact they are adept at delivering non-stop power in a specific location, like in a data centre or a cargo ship. In Korea, Hyundai Heavy Industries recently committed to developing hydrogen powered tankers. Others say that the electrolysis process, which splits water into storable forms of hydrogen and oxygen, isn't green unless renewables power the process. Considering the fierce winds off Norway and many other coastal destinations, green electricity can be plentiful in many locations. "The big limitation at the moment is that the infrastructure (to easily fuel vessels) isn't established yet," admits Coase. "Although that's only because hydrogen is at the beginning of a long term journey."

That journey has begun in earnest. In July 2021, *Hynova 40* refuelled with hydrogen in the Port of Monaco (Toulon has fixed hydrogen refuelling facilities while Nice and other French Riviera ports are considering installation). The 12m yacht is the brainchild of Chloé Zaied, a former captain in Les Calanques, France's latest maritime/terrestrial National Park, where only zero emission craft have permission to cruise. *Hynova 40* is capable of cruising at 22 knots for over two hours. Once again, the sole emission is water, which can be boiled and served as a *café au lait*.

There's more. This summer *Hynova 40* competed in the Monaco Energy Boat Challenge. It's an alternative fuels regatta where 32 teams comprising 16 nationalities compete in slalom and speed events, plus a 16 nautical mile race from Monaco to Ventimiglia

and back. The YouTube videos of the event are epic. The 2021 edition features nine hydrogen-powered vessels hurtling past the Yacht Club de Monaco. HSH Prince Albert II and Fédération Internationale de l'Automobile President Jean Todt were keen spectators. The yacht club itself was designed by Lord Foster with photovoltaic cells, which power LED lights within and electric car charging points outside.

Bernard d'Alessandri is General Secretary and Managing Director of the Yacht Club de Monaco. He remembers the initial Monaco Energy Boat Challenge in 2014. "When we started the event eight years ago people were making boats in their garden," he laughs. "Now we have specialist engineers, universities and energy companies backing our competition."

d'Alessandri's experience helps him understand how hydrogen tech might progress. "Each year more and more hydrogen-powered boats enter the challenge," he explains. "Why? Because a yacht needs multiple capabilities. Sometimes speed, sometimes long distance capability, sometimes the need to anchor in silence. Combined perhaps with some other energy sources, I think hydrogen has the flexibility to provide all these different uses." d'Alessandri believes hydrogen is best suited to the industry's wider goals. "The ambition of the Yacht Club de Monaco is to be a responsible and sustainable organisation," he asserts. "For example, we are building a hydrogen-powered race committee boat so that our events can be zero emission."

IMAGE The hydrogen-powered *Hynova 40* from the front. The 2021 Monaco Energy Boat Challenge saw nine hydrogen powered vessels enter. *Hynova 40* from back.

## As Managing Partner Peter Lürssen told a *Lürssen Live* event, the German shipyard intends to launch the world's first superyacht powered by hydrogen fuel cells in 2025.

That's not all. "We also must help the existing 2,017 motor yachts over 40m become more optimal," says d'Alessandri. The Yacht Club de Monaco is already leading the way with the Superyacht Eco Association (SEA) Index. The index allows owners to evaluate their CO<sub>2</sub>, helping to inspire a crossover into ecologically responsible propulsion. Does d'Alessandri think that hydrogen-powered superyachts might moor alongside the Yacht Club de Monaco? "Within the next decade," he says, "I am quite certain they will."

One of those ecologically responsible yachts might be made by Lürssen. As Managing Partner Peter Lürssen told a *Lürssen Live* event, the German shipyard intends to launch the world's first superyacht powered by hydrogen fuel cells in 2025. "We have an amazing owner who loves technology and new developments," said Lürssen. "It will allow the owner more than 15 nights emission-free at anchor." Alternatively the owner could slowly cruise in stealth mode for a thousand nautical miles, with neither noise or vibration in a climate neutral manner. Conventional generators will also be installed onboard.

Lürssen has been part of a national hydrogen propulsion research group since 2009. To investigate the subject further, they are initiating a 120kw experimental hydrogen fuel cell inside their shipyard on the River Weser in Bremen. Here real life maritime conditions can be tested to breaking point. The resulting fuel cell, which converts the chemical energy of hydrogen into direct current electricity, will be modular. That means that if more power is needed, an engineer can install more units. Fuel cells are twice as efficient (in the region of 60% efficiency) as diesel engines (typically around 30%) and require little maintenance. Instead of nitrogen, soot and CO<sub>2</sub>, the byproduct is simply water and hot air.





## Are vested interests or infrastructure holding hydrogen back? Could the Holy Grail of limitless autonomy and free green energy ever be realised?

Unlike *Hydrogen Viking* or *Hynova 40*, the German shipyard doesn't plan to store pressurised or liquid hydrogen on board its first hydrogen fuel cell yacht. This method "requires a space consuming tank system," says Björn Berndt, a project manager in Lürssen's technical department. Instead hydrogen will be stored in structural methanol tanks in the bottom of the boat. "(T)he reforming process to convert hydrogen out of methanol is energy consuming," admits Berndt, "but with further efforts we will be able to reduce these energy losses". The future layout of a Lürssen yacht could be equally compelling. "A fuel cell system needs some space," cautions Berndt. "But we are much more flexible in the arrangement (of power units). This enables us to realise more exciting designs."

Considering all the enthusiasm, it's important to ask why hydrogen hasn't been introduced before. After all, a century ago hydrogen powered the Graf Zeppelin airship. It flew around the world via New Jersey, Friedrichshafen, Tokyo and Los Angeles in 12 days, hitherto the speediest circumnavigation. In 1969 hydrogen powered the Apollo 11 mission to the moon. Are vested interests or infrastructure holding hydrogen back? Could the Holy Grail of limitless autonomy and free green energy ever be realised?

That dream of self sufficiency has already set sail. 30.5m *Energy Observer* is the first hydrogen-powered, zero-emission vessel that generates its own hydrogen

en route. The catamaran's six-year circumnavigation itinerary would wow any charter guest. In 2017 she was waved off from the Quai d'Orsay by the Mayor of Paris. In 2018 she slipped through the Straits of Gibraltar to Monaco, Venice and through the Corinth Canal to Cyprus. She's currently midway across the Pacific after pausing in the Galapagos and Hawaii. All told, she will visit 50 countries to spotlight ecological initiatives including shark protection off Tiger Beach in The Bahamas and hydropower projects off the coast of Scotland. *Energy Observer* pauses not to refuel, simply for fun.

*Energy Observer* is more than a free ride. She's a floating model that showcases a 'smart grid' of solar panels, wind turbines and hydrogen generators. These multiple power sources are optimised and stored in lithium-ion batteries and hydrogen tanks using an automated energy management system - "the brain" of the vessel. Further hydrogen can be produced during navigation by electrolysis of seawater using an onboard electrolyser. Louis-Noël Viviès, General Manager of this "zero emissions, zero fine particles, zero noise" project, has made the technical aspects of *Energy Observer* public. "It is important to demonstrate a working energy network," Viviès explains. "There are too many PowerPoint presentations around but very few actual operational systems!"

PREVIOUS PAGE Les Calanques National Park.  
IMAGE Hydrogen-powered *Energy Observer* in Svalbard.

“The best experience was probably sailing up to the Spitsbergen,” the Arctic Ocean archipelago guarded by polar bears and beluga whales. “(There was) no sun, poor wind and very low temperatures. Thanks to the hydrogen storage, we could do it.”



It's been a once-in-a-lifetime voyage, says Vивиès. “The best experience was probably sailing up to the Spitsbergen,” the Arctic Ocean archipelago guarded by polar bears and beluga whales. “(There was) no sun, poor wind and very low temperatures. Thanks to the hydrogen storage, we could do it.” That sector of *Energy Observer's* circumnavigation probably marks the first zero emission voyage past the Barents Sea. “Even (Dutch explorer William) Barents used a lot of coal to warm up the crew and cook,” Vивиès explains. “The reliability and the durability of our fuel cell systems were excellent.”

IMAGES FROM LEFT Polar bear sitting on an ice floe in the Svalbard Archipelago. Hydrogen-powered *Energy Observer*, Spitsbergen, Norway.

Viviès's crystal ball seems to be powered by hydrogen. “The applications are well and truly there,” he explains. “We have had hundreds of inquiries. Many events will be using our systems soon.” These include, Viviès hopes, concerts, car races and fashion shows. “On land a hydrogen generator recently lit up the Eiffel Tower!” The colour of the tower's illuminations? Green.

For the luxury yacht industry, the current is harder to predict. Viviès mentions the onboard production of hydrogen, a new generation of hydrogen fuel cells and floating liquid hydrogen stations where yachts may refuel. What's certain is that the future will be fuelled, at least in part, by the most abundant element on planet earth.



NEW FRONTIERS

## A river runs through it

WRITTEN BY TRISTAN RUTHERFORD

For Francesco Galli Zugaro the world is not enough. As of 2021 he operates four explorer vessels that ply the Mekong River, the Spice Islands and the farthest reaches of the Amazon River. The greatest adventure? It has just set sail. His latest launch, *Aqua Nera*, stalks big cats and scarlet macaws in the Peruvian rainforest wetlands.



**F**rancesco Galli Zugaro owns four explorer vessels ranging from 15 to 20 suites. It's no surprise to discover that he was a born pioneer. "My mother is American, while my Roman father spent years as a company director in Iran and Mexico." There was a second reason for Galli Zugaro's peripatetic childhood. "My stepfather was bureau chief for *Time* magazine. So every two years we shifted from Britain to Germany, from Israel to Lebanon." Galli Zugaro learnt to pack a sense of adventure and a good book.

In spite of his airport lounge upbringing - or perhaps because of it - Galli Zugaro found a role in financial risk management in London. The stable job in the Square Mile was followed by a private equity position in Ecuador. "This firm had the opportunity to purchase a luxury tourism business in the Galapagos," recalls Galli Zugaro. "So I sourced a second-hand supply vessel in Spain, then took it to Fort Lauderdale for conversion into an expedition yacht." The sense of adventure returned.

Galli Zugaro and his Anglo-Peruvian wife witnessed how coastal cruising could ignite a destination. They could snorkel with Galápagos penguins one day. Spot Bryde's whales from deck the following morning. Then scuba with a thousand hammerheads the next. "A private yacht was the perfect way to see wildlife in distant National Parks. Although keeping a remote expedition yacht supplied was an education in logistics."

The world's most remote National Parks lie in mainland South America. Amacayacu in Colombia is a case in point. It's alive with cougars, manatees and Amazonian river dolphins - yet it can only be reached by boat. Galli Zugaro saw first-hand how capitalism meets conservation in the form of Douglas Tompkins. The founder of outdoor clothing company The North Face had slowly purchased 810,000 hectares (2 million acres) of isolated land in Argentina and Chile, which was originally slated for logging or development. Tompkins gifted the land back to each state as conservation areas and National Parks.

IMAGE Luxury river explorer *Aqua Nera*.





## “I knew a shipyard. I hired an interior designer. I added a world class chef. And kind of put this river exploration dream together.”

After much research Galli Zugaro pinpointed Iquitos in the Peruvian Amazon. It remains the largest city in the world to remain inaccessible by road. “Around Iquitos is the Pacaya Samiria National Park,” he explains. “This seasonally flooded forest feeds the Amazon River,” which contains a third of all recorded animal species. Galli Zugaro hired a speedboat then spent ten days exploring. “I knew a shipyard. I hired an interior designer. I added a world class chef. And kind of put this river exploration dream together.”

That dream has now doubled. In July 2021 Galli Zugaro launched *Aqua Nera*, the larger sister of *Aria Amazon*, which launched in 2010. Both river explorer vessels are custom built to cruise the Amazon in six star luxury while emitting minimal noise or wake. Both can be chartered as full-boat cruises with Camper & Nicholsons.

*Aqua Nera* and *Aria Amazon* each host naturalist guides, rooftop viewing platforms and low emission explorer skiffs. The latter are used to see coatis, king vultures and scarlet macaws, plus South America’s elusive large cats. Amazonia infiltrates each yacht’s fine dining salons. Recipes like river fish ceviche with cocona lime juice were crafted by consultant ‘jungle chef’ Pedro Miguel Schiaffino from Malabar in Lima, which ranks among San Pellegrino’s World’s Best Restaurants.

Galli Zugaro’s other yachts mirror the concepts found in his Amazon adventures: wildlife, world-class dining, a cultural component and a crew-to-guest

ratio found in the world’s best hotels - all priced on an all-inclusive tariff. *Aqua Mekong* was launched in 2014 to navigate between Vietnam and Cambodia. It has bikes, kayaks, a plunge pool and a Michelin-starred consultant chef famed for his Indochinese cuisine. *Aqua Blu* launched in 2019. It was refitted to cruise Indonesia’s farther corners with a PADI dive centre, cetacean spotting guides and Balianese masseurs.

His destinations may be dreamlike, but Galli Zugaro is a pragmatist. His yachting USP is to deliver the sole luxury vessel in a uniquely inaccessible location. “Perhaps you’ve seen *Fitzcarraldo*?” he asks. “It’s the Werner Herzog film where a guy sails a river boat up the Amazon River to Iquitos, with the logistical nightmare that entails.” Finance not romance is the Italian’s style. “Some entrepreneurs fall in love with the idea of a luxury hotel in a romantic location,” he explains. “I call that a ‘build it and they will come’ attitude. Our model involves logistical and financial planning to serve adventurous clients already familiar with Antarctic adventures and Indian tiger safaris.”

Due diligence has gone into Zugaro’s current address. “After much research we decided to base our businesses in Singapore,” he explains. “My work sends me to exotic locations yet I want to come home to good schools, great security and business transparency.” The same maxim applies to his four expedition ships. “Our guests can enjoy a 9-5 wildlife adventure but they expect high pressure showers and fine dining on their return.” It’s a sense of adventure, with modern luxury weaved in.



PREVIOUS PAGE *Aqua Nera*'s Amazonian-inspired indoor lounge. One of the vessel's 20 suites.  
THIS PAGE Expert naturalist guides lead daily shore excursions.



## SALE &amp; 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 11 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.

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## SECTION 4

## SALE & PURCHASE

## SALE &amp; PURCHASE

### Vintage style

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## SALE &amp; PURCHASE

### In conversation with... Eva Orsi & Daniela Duck

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SALE & PURCHASE

## Vintage style

WRITTEN BY TRISTAN RUTHERFORD

Good design is timeless. That's why a 1967 Benetti and an art deco yacht conversion top the charter market. Both owners seek a new custodian for their vintage assets, which pair canoe sterns and parquet floors with thoroughbred heritage. On trend? Tastes might change but style never goes out of fashion.





**R**ichard Sykes is the proud owner of a 1965 Aston Martin DB5. The motorcar popularised luxuries like electric windows and reclining seats. Sir Sean Connery drove one in *Goldfinger*. There's just one problem with being a custodian of a vintage asset. "You never feel you own a classic vehicle like that," says Sykes. "It's a privilege to be part of a chapter in its life."

The family yacht bears a similar provenance. *Odyssey III* was built by Benetti in 1967, the same year Sir Sean drove a Toyota 2000GT in *You Only Live Twice*. For 50 years her stately 33m frame strode through the Mediterranean, while her canoe stern opened onto the most bijoux of ports. The Benetti's progress was followed from afar. "The engineer on our old Sunseeker is now a broker on Mallorca," Sykes explains. "We set him the task of finding something classic. He tracked this particular yacht for years."

As any owner of a superyacht - or classic car - can attest, inimitable style requires serious investment. In 2018 *Odyssey III* sailed to Pendennis shipyard on Britain's south coast to "return her to Benetti's original standards," explains Sykes. Engineers added a full technical systems upgrade, new teak decks and anchor stabilisers.

Sykes went one step further. He took the opportunity to improve a classic. "A vintage boat isn't always the easiest vessel to get on and off," he explains. "Some owners of canoe-stern yachts can find it hard to embark in choppy seas." This issue was solved by adding a stable portside boarding platform, which hydraulically unfolds to welcome guests of all generations in all weathers. Other additions include four refurbished cabins, a shaded sundeck aft and a permanent bimini over the flybridge. The latter platform promises 360° aperitifs from Ischia to Ibiza.

PREVIOUS SPREAD Actor Sir Sean Connery on the set of *Goldfinger* with a 1964 Aston Martin DB5. IMAGES FROM TOP LEFT *Odyssey III* anchored in the Balearic Islands. Outdoor dining in the shade. Classic Benetti. Mallorca.

The 1,700km coastline of the Balearic Islands remains Sykes favourite cruising ground. "It's not quite as busy as the South of France," he says. "And we find the season is longer, often with sunshine until late October." Mallorca's 262 sandy beaches offer the most allure. "You've got a lot of protected coves like Port d'Andratx," a picture-perfect harbour ringed by an emerald amphitheatre of forest. "It's also easy to come into Mallorca on your tender." (*Odyssey III* has hand-built Novurania and Williams tenders, plus kayaks, waterskis and paddleboards.) Those Mallorcan experiences include a rollercoaster taxi ride up to the medieval village of Calvià. "We love a restaurant up there called Ca'n Torrat," says Sykes. "It's owned by a couple of old Spanish guys who were professional cyclists." The recipes? Timeless perfection. Hunks of meat have been seared over an almond wood fire in a method unchanged since 1972.



Sykes places great emphasis on experiences. For good reason. As Managing Director of Grantley Hall, a Relais & Châteaux heritage hotel in North Yorkshire, he says great stays are "not about where you go, but how you attain the authenticity we have aboard *Odyssey III*". His fine dining restaurant is overseen by Yorkshire chef Shaun Rankin. Scallops are dived from the local coast. Organic lamb is wrapped with foraged wild garlic. The 'wine pairing' is an experience only found here. Expect Cold Bath Brewing Pilsner brewed in Harrogate, plus bubbly fermented in Kent. "In 2021, Shaun won our first Michelin star."

There might be more to celebrate after this year's Monaco Yacht Show, where the sales brokers marketing *Odyssey III* will search for another owner to write her next installment. The following week, Bond movie *No Time To Die* will be released in cinemas. Daniel Craig will drive the vintage DB5 as well as the new Aston Martin Valhalla, a modernistic supercar capable of 350km. There's no need to ask Sykes which vehicle he prefers.



“My team’s task was to create the perfect charter yacht,” he explains. “We know we’ve achieved this because so many of our guests come from word-of-mouth.”

Yacht owner Luka Bubalo is in the same boat. Quite literally, as he believes a vintage cruiser allows time for “unique experiences” to take shape. On his 40m *La Perla*, which canters through Croatia’s 1,200 islands like a thoroughbred, each addition dovetails with the destination. Like olive oil from Bubalo’s own orchards near Split. Like *La Perla* perfume, which is made from maquis crush of rosemary and strawberry tree. Like an immersive menu showcasing *gregada*, a Croatian stew brimming with grouper and monkfish. “Our guests are usually experienced charterers,” explains Bubalo. “They are searching for something individual you can’t find elsewhere.”

His yacht has a singular backstory. *La Perla* was launched as a North Sea fishing trawler in 1976. She was built with a 3.8m draft and a thickened steel hull to ensure stability in the saltiest of seas. In 2010 she cruised through the Bay of Biscay towards Croatia. Straight into the arms of a fishing agency that was promptly declared bankrupt.



“I always dreamed about owning a yacht,” says Bubalo. It’s a sentiment easy to envisage in a nation with 6,000km of coast, where school children commute to school by ferry. “I convinced my family that this fishing trawler hull’s length and width offered the perfect opportunity to create a luxury yacht.” He took the opportunity and ran. Any regrets? “You have to enjoy the challenge,” laughs Bubalo. “Not everybody wants to invest millions of Euros and 15-hour days producing the perfect yacht for other guests to use.”

To hit the “sweet spot between yachting and cruising”, Bubalo employed a savvy tactic. The Croatian tracked down *La Perla*’s former crew members to understand any idiosyncrasies with the hull. “We installed the new superstructure, 13 cabin layout, generators and technical systems on top without too many surprises,” he explains. *La Perla*’s original 1,200 HP engine, built by Bolnes in Holland, remains. “The engine is economical and trustworthy,” her owner explains. “It’s

nice to save the touchstone of a well-crafted original boat.”

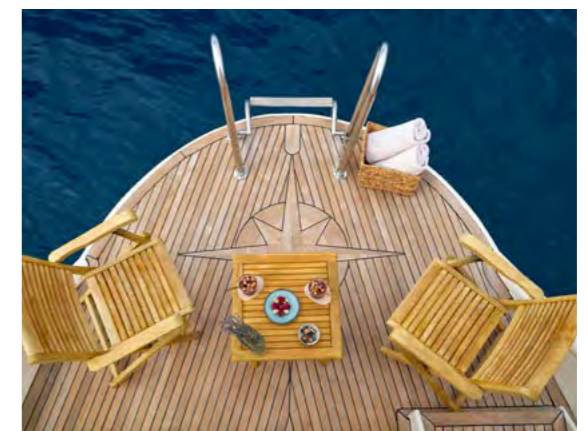
*La Perla*’s relaunch in 2019 plays on that vintage theme. There are parquet floors, a 1960s typewriter and sun loungers that could belong on an ocean liner. “As she is a high capacity yacht her layout had to be well thought out,” continues Bubalo. “She has a separate bar, sun deck and Jacuzzi area.” Guests can also fish for sea bass from the swim platform, play Croatian classical records in the salon and read about (Croatian electricity pioneer) Nikola Tesla in the library. There’s acres of space over four sumptuous decks.

There are plenty of Croatian islands to admire from deck. Indeed it would take four years to spend a day anchored off every one. This is where Bubalo’s experience comes in. “A favoured guest island is Sipan,” he explains. The island promises a back-in-time backdrop of wild figs and carob trees, a short sail from the *Game of Thrones* immersion of Dubrovnik. “Vis fits the spirit of *La Perla* best,” continues Bubalo.

“It’s a gentlemanly island far out in the Adriatic that once belonged to Britain. Islanders still play cricket and drink gin.”

In the history of every vintage yacht there comes a time to write another chapter. A new owner of *La Perla* might profit from a Croatian charter license and a track record of economical cruising. An exterior refresh and new paint job, completed in 2020, add a further layer of quality. Does the thought of *La Perla* sailing to a new destination make Bubalo feel melancholic? “My team’s task was to create the perfect charter yacht,” he explains. “We know we’ve achieved this because so many of our guests come from word-of-mouth.” His role as *La Perla*’s custodian is complete.

PREVIOUS SPREAD *La Perla* running. IMAGES FROM TOP LEFT Vis, Croatia. Salon with view over deck and jacuzzi. Bedroom. Deck.





IN CONVERSATION WITH...

## Eva Orsi & Daniela Duck

WRITTEN BY TRISTAN RUTHERFORD

Two heads are better than one. Especially if they offer an insider take on the New Build market in 2022 and 2023. Camper & Nicholson's New Build Division Coordinator Daniela Duck and Tankoa President Eva Orsi spotlight the burgeoning sector. One that includes ready-to-cruise yachts with unrivalled range and polar capability.

**D**aniela Duck joined Camper & Nicholson's Geneva office as New Build Division Coordinator in 2021. Her career includes 15 years at Perini Navi, where she oversaw the entire new build process from pre-contract to warranty.

Eva Orsi was appointed President of Tankoa Yachts in Genoa in 2018. As a child she spent summers cruising the French Riviera on her family's Codecasa and Baglietto yachts, before embarking on a career promoting luxury Italian brands.

**DUCK** In 15 years I have never seen the new build sector more buoyant. Italian brands dominate the market. The upshot is that Italian shipyards have 64 yachts being built on spec in the 40m-60m range. Some of these can be delivered in the next six months.

**ORSI** At Tankoa I also have a 50m being built on spec. It's what this fast moving sector desires. No client wants to wait any longer than necessary for their yacht. One constant in the market is the allure of Italian design. We are the land of Ferrari and Ferragamo. Even a faucet is a work of art. In short, we Italians have a track record of crafting beautiful products.

**DUCK** There's another reason why Italian new build yachts operate in a different market to Northern European yards like Feadship or Lürssen. They are simply less expensive. Camper & Nicholson's works with around 15 top tier Italian shipyards. They compete for custom with each other. At a lower level, suppliers and contractors must also be price competitive in a very active market.

**ORSI** Potential clients understand that prices are lower in Italy compared to Northern Europe. Which means that Italian shipyards must punch above their weight in quality and customer service. A secondary issue is that Turkish shipyards are entering the new build sector, particularly for smaller yachts. The result? To maintain our dominant position, we have to work twice as hard!

**DUCK** Perhaps that's fortunate. Considering the volume of enquiries our broker colleagues have received, we are lucky to have, as of August 2021, around 80 new build projects under construction on the market. Depending on our clients' aspirations for size, range and style, we will usually present up to five of these to a potential owner.

**ORSI** What's the delivery time for these 80 hulls?

**DUCK** About one third of these new builds are geared for delivery in 2021. Contracts for some will most likely be signed during the Monaco Yacht Show. Another third are scheduled for launch in 2022, the remainder in 2023. In all cases the delivery date

depends on the prospective owner. Do they want their yacht in St Barths this winter? Or St Tropez next spring? What level of customisation does their family require? At this stage if a client ordered a 50m yacht for delivery in summer 2022 we could discuss colour, fittings, interiors and much else, but probably nothing structural.

**ORSI** You're correct. The client is always king. During the build process common requests include an additional Jacuzzi off the master cabin, or an open-plan upper deck. We would simply cost that request and discuss any impact on their delivery schedule. At Tankoa we specialise in fully customised yachts. We have even rebuilt items already installed as our owners' requirements change. So many minor details, from cabin sinks to safety rails, can be amended too. We're here to listen and swiftly act.

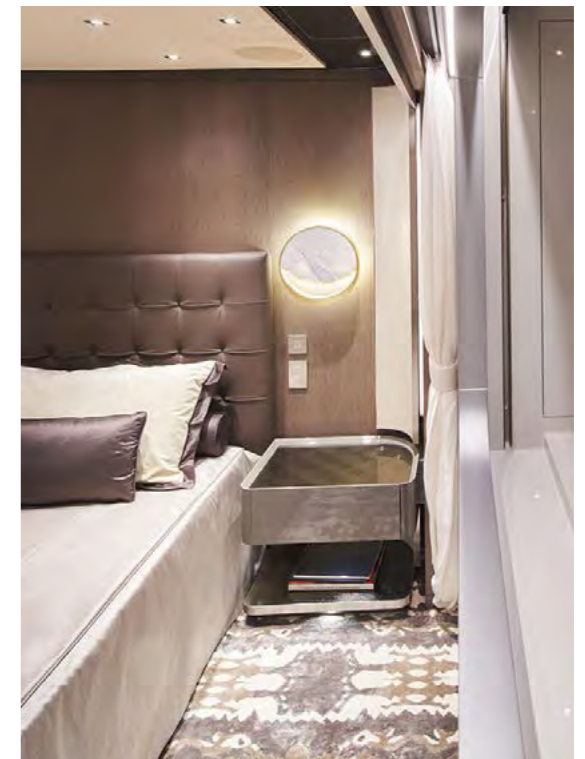
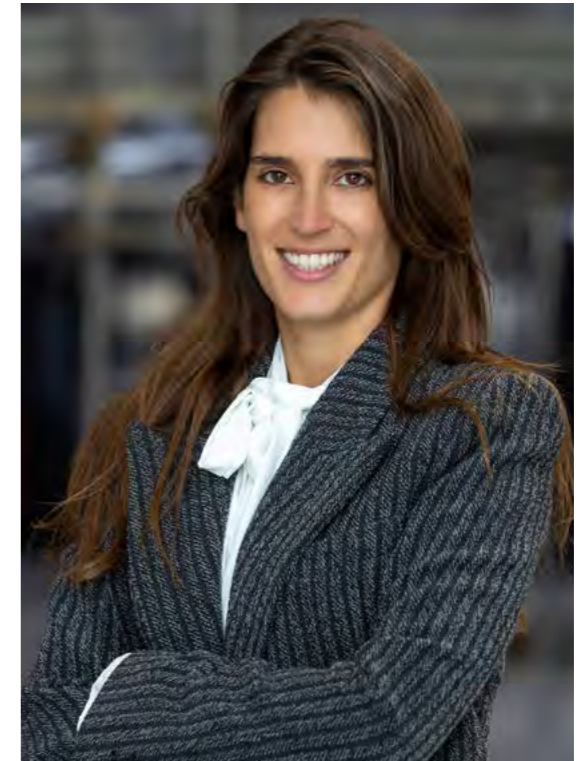
**DUCK** A broker's job is similar. It's like being a diplomat. Our role is to help a purchaser analyse the pros and cons of each decision in terms of cost, timing and performance. Some clients prefer formality. Others are laid-back. They all appreciate a thorough study so they can make an informed choice.

**ORSI** I find that if a client visits the shipyard it helps them understand the process. We're lucky because Tankoa is literally across the runway from Genoa's Cristoforo Colombo Airport. It's a five-minute drive from your helicopter. When a prospective owner arrives they usually like to walk around all of our projects. They can ask questions and meet the specialists. These firsthand discussions might crystallise their plans or help a contract take shape. There's always time for lunch at Toe Drue, a classic restaurant 60 seconds from Genoa's shipyard quartier. It has been perfecting its recipe for *pesto alla genovese* and *fritto misto* for over a century.

**DUCK** That's important. Purchasing a new build yacht works best if it's a collaborative process. The best commodity an owner can invest is time. At Perini Navi my role was to follow new build projects from start to finish. One German owner visited our shipyard in Viareggio every three weeks to discuss his needs.

“Considering the volume of enquiries our broker colleagues have received, we are lucky to have, as of August 2021, around 80 new build projects under construction on the market.”

IMAGES FROM TOP, LEFT TO RIGHT Eva Orsi, President of Tankoa Yachts. Daniela Duck, New Build Division Coordinator at Camper & Nicholson's. Stylish bedroom on Tankoa Yacht *Bintador*.







“Purchasing a new build yacht works best if it’s a collaborative process. The best commodity an owner can invest is time.”

**ORSI** That’s a lot of lunches.

**DUCK** Agreed! The end result was that this client understood how to best develop the unique yacht he was looking for. For example, he asked for red rigging, which really turns heads. The yacht proved great marketing for Perini Navi.

**ORSI** Sadly Tankoa’s first launch was too successful. In 2015 we delivered 69.5m *Suerte*. The following season it was chartered to the same client for four months solid. This particular guest became so enamoured that he purchased *Suerte* for himself! She’s now moored in a private part in Arabia, which means that none of our prospective clients can see her.

**DUCK** That’s a great story. And not the first time it’s happened. A yacht promises privacy, serenity and individuality like no other product.

**ORSI** We are lucky at Tankoa because we only build three to four yachts per year. That makes it easier to fulfil orders for a dynamic market. For example, when my father Guido Orsi was the owner of Baglietto in the 1990s, no-one would have suspected that a big open beach club would be the most popular owner request today. Nowadays many yachts aspire to be private islands.

**DUCK** The provenance of buyers has also changed.

**ORSI** That’s for sure. Our buyers come increasingly from Asia, Africa, the Middle East and South America. However most seek to position their new build yacht in the Mediterranean. It has both infrastructure and the best charter market. Those are key bonuses if an owner seeks to defray the costs of their purchase. Winter trips to the Caribbean are a popular option.

**DUCK** As the oldest and largest name in yachting, Camper & Nicholsons clients come from every country. Right now one of our most promising leads is Asia. According to Forbes, China added 239 billionaires in the 12 months following the Covid pandemic, bringing its billionaire tally to 626 in March 2021. Perhaps next year China might overtake the United States, which currently has 724 billionaires. Our offices in Hong Kong, Fort Lauderdale, Miami and Palm Beach are perfectly sited to take advantage of this trend.



**ORSI** Whatever the nationality, clients are demanding similar design elements. This year our most popular request has been for hybrid vessels, which promise silent operation at night. The autonomy to undertake long range cruising is another common request. Having an economical yacht equals less impact, lower running costs and potentially an extended range. An owner purchasing a 50m for delivery in 2023 would probably desire the capability to be able to cruise from Italy to Iceland or Dubai, even if they planned to keep their yacht in the Mediterranean.

**DUCK** You've summarised a wider trend for new build yachts. Lately I've seen the focus shift from high speed performance to long range navigation. That's coupled with the ability to get closer to nature, perhaps with underwater cameras, submerged portholes, direct ocean access or similar. The ocean is a source of fascination, as well as a playground, for a new generation of high net worth individuals who are highly sensitive to the topic of sustainability.

**ORSI** Then this is a good time to tell you about my new *T55 Sportiva*, which can be launched in late 2023. The pool and beach club sit at the waterline, the windows half submerged by the ocean. The owner's suite has a private Jacuzzi and beach terrace. Everything is one step away from the water, in a 55m package weighing under 500GT.

**DUCK** There is such a wonderful variety of new builds being launched through 2022 and 2023. A revolution in design and materials means that the 40m to 50m range generally hosts huge volumes, six cabins and multiple communal spaces. Yet the operating costs and crew ratio are far lower than on a larger yacht. Our brokers have many examples to suit the needs of each individual client.

**ORSI** Come and try our new S501 at the Monaco Yacht Show. She also offers incredibly low fuel consumption alongside six cabins and a magnificent beach club. I'll give you a ride if a client hasn't purchased her first!



THIS IMAGE AND PREVIOUS PAGE IMAGE Tankoa Yachts' *Bintador* delivered in 2019. NEXT PAGE The Tankoa Yachts yard in Genoa. Proudly Italian. Engine room of Tankoa Yacht's *Bintador*.



## 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.

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SECTION 5

## C&N WORLD

C&amp;N WORLD

The view from ...

84



A large white superyacht named Lady Moura is shown from a side profile, sailing on the ocean. The yacht has multiple decks, a prominent radar scanner on the upper deck, and the name 'LADY MOURA' is visible on the side. The background is a clear blue sky with a few wispy clouds, and the water is a deep blue with gentle ripples. The lighting suggests it is either dawn or dusk, with a soft glow on the horizon.

C&N WORLD

## The view from ...

WRITTEN BY CHRISSIE MCCLATCHIE

With offices in nine cities in seven countries, as well as representation in three more, the Camper & Nicholsons reach is truly global, placing our people exactly where our clients want and need them to be. At the halfway point of 2021, we spoke to three of our industry-leading Sales Brokers for a snapshot of the yachting year so far:

Midsummer heralds the longest days of the year but it will be remembered for another reason along the Camper & Nicholsons corridors in 2021 for the sale of a yachting icon: the 105m Blohm+Voss superyacht *Lady Moura*. For sale exclusively with Camper & Nicholsons, the vessel was listed on the market for 554 days, making her sale the fastest known brokerage sale of a 100+ metre vessel in the last ten years, as well as the largest yacht sale recorded by a brokerage house since 2019.

With sales brokers Arne Ploch and Andrew LeBuhn representing the seller and Fernando Nicholson representing the buyer, this was an in-house deal to be celebrated and a testament to the combination of unrivalled heritage and industry-leading innovation that only Camper & Nicholsons offers in the market. It was, as Fernando Nicholson said, a remarkable sale made possible thanks to solid and experienced teamwork.

The industry is bouncing back from the initial impact of the COVID-19; yachting has become an escape from the pandemic. The last quarter of 2020 and the first quarter of 2021 have been very positive for Camper & Nicholsons. A significant part of our inventory has been sold, and, importantly, we have signed contracts for new builds and intensified our project management work.



It was, as Fernando Nicholson said, a remarkable sale made possible thanks to solid and experienced teamwork.

North America - Senior Sales Broker Fernando Nicholson

The brokerage market in the USA is building on a real energy that started a year ago when people emerged from the first few months of the pandemic with savings, ready to start investing in the centre console, or day boat, market. There was a huge number of sales in South Florida in particular last summer as people looked to buy outboard engine boats to get out on the water.

It's only natural that, from the smaller end of the spectrum, an interest in larger boats would follow. Due to the lack of inventory, people are starting to upgrade to larger yachts. It's a trend that will continue. People are in the mood to buy yachts. Shipyards are full around the world; book orders are full. Good quality boats will sell.

How would I describe the market? Optimistic. We need to be careful and live day by day because we know how quickly everything could change, especially at the moment. But I believe that people will continue to invest in yachting because a boat represents a way to get out of our homes and back to nature. We are all sick of being locked up in our houses.



Europe - Sales Broker Tim Langmead

"The pandemic has completely shaken everything up and there's no pattern nor science that we can apply to explain what is going on. The domestic markets are strong. People are buying boats on their doorstep, so that's good. The USA, of course, is the largest domestic market and is booming - every boat that's on the market has offers on it unless it's overpriced or poor quality. It's really where you want to be right now. But this climate is also reflective of the North American mentality - traditionally the market is much more hedonistic and opportunistic.

The European market is still very cautious because of the travel restrictions in place. Then, throw in Brexit - people are still trying to work out what that really means in the marketplace. The dust is still settling, there's still a lot of questions hanging in the air. There are a lot of inquiries, but again you've got to have the inventory and the biggest problem is a lack of it. Everybody who has a yacht is using it and not looking to sell it.

The past year has made people realise that a boat is a great place to spend time with family and friends. There are new buyers coming through all the digital platforms around the world, which is encouraging as long as we can put them on a yacht. I think we will see yachts changing locations to sell very soon. Having said that every client that buys a yacht from me is like a brand new client. It is a very exciting time.

Hong Kong - Senior Sales Broker Gordon Hui

"Before joining Camper & Nicholsons this year, I spent more than 17 years as the Chairman of the Asian arm of a well-known UK brand and am proud of the role I played opening up the Chinese market to new build yachts. China is a market that is full of potential, especially with the introduction of yacht-friendly regulations in Hainan and beautiful local cruising destinations such as Sanya, Shenzhen and Xiamen.

At the entry-level here, there are certain brands that I see as a great match for other emerging markets in the region, such as The Maldives, Cambodia, Vietnam and Indonesia, especially in terms of European-made catamarans. But I'm also keeping an eye on what's emerging from the Chinese yards for the local market.

I'm particularly enthusiastic about introducing my clients to the sustainable innovations coming out of Northern European and Italian shipyards. Their latest hybrid systems are powering exciting, environmentally friendly superyachts that owners can enjoy while looking after our oceans. That sounds like a win-win situation to me."





## 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.

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SECTION 6

## NEW BUILDS

NEW BUILDS

New Build Fleet

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## New Builds

At Camper & Nicholsons, we take great pride in our knowledge of new build opportunities across the world's 50 leading shipyards.

The following pages showcase some of the most notable new build projects currently on the market, every single one from prominent and well-established European shipyards, from Heesen to Amels and Damen, Admiral, Baglietto, Sanlorenzo and Palumbo.

This handpicked selection allows for the expansion of your yachting portfolio in a fast and cost-effective way.

80.00m (262'5)

# Galileo 80

SPECIFICATIONS

Built by	Admiral
Built	46 months from contract signing
GT	2000



This striking five-deck aluminium superyacht is an impressive feat of design, combining a sleek profile with expansive spaces and luxurious on water living.



79.90m (262'5)

# ISA Continental 80

SPECIFICATIONS

Built by	ISA Yachts
Built	2024
GT	2250



She is a steel and aluminium yacht with well-balanced volumes and flowing lines. Equipped also with touch-&-go helipad, landing passengers can directly access the ship-owner's quarters in maximum privacy.

74.00m (242'9)

# Amels 242

SPECIFICATIONS

Built by	Amels B.V. Holland
Built	2024
GT	1790



The *Amels 242* is the perfect sized yacht. So large that you have your own dedicated Owners Deck, magnificent spaces and grand lobbies, but still able to reach the most charming ports and romantic small bays.

61.50m (201'9)

# Sanlorenzo 62Steel

SPECIFICATIONS

Built by	Sanlorenzo
Built	2023
GT	1300



The *62Steel's* elegant, sober lines and harmony make for a metal superyacht with no overstatements.



Images of sister ship *Cloud 9*, the first hull of the 62Steel model, delivered in 2020.



# 60.00m (196'10) Amels 60

SPECIFICATIONS

Built by	Amels B.V. Holland
Built	2024
GT	830



# 60.00m (196'10) SeaXplorer 60

SPECIFICATIONS

Built by	Damen Yachting
Built	2024
GT	1150



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54.17m <sup>(177'8)</sup>

Bow Sprit

SPECIFICATIONS

Built by	Vittoria Yachts
Built	2024
GT	499



52.30m (171'7)

Baglietto 52M

SPECIFICATIONS

Built by	Baglietto
Built	2024
GT	497



49.98m (163'11)

Project Sapphire

SPECIFICATIONS

Built by	Heesen Yachts
Built	2022
GT	499



49.90m (164')

## Project Aura

SPECIFICATIONS

Built by	Heesen Yachts
Built	2022
GT	499



46.75m (153'4")

## 46M Frers Trimaran

SPECIFICATIONS

Built by	McConaghy
Built	2022
GT	219



45.63m (149'8)

## Vulcan 46M

SPECIFICATIONS

Built by	Vicem
Built	2022
GT	465



42.50m (139'5)

## Explorer Ice Class

SPECIFICATIONS

Built by	Arkin Pruva
Built	2022
GT	420





29.50m (96'9)

CLX96

SPECIFICATIONS

Built by	CL Yachts
Built	2021
GT	218



21.49m (70'6)

H70

SPECIFICATIONS

Built by	BKC Yachts
Built	2021
GT	TBC



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SECTION 7

## SALES FLEET

SALES FLEET

Sales Fleet

114





## Sales Fleet

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

80.00m (262')

## Elements

## SPECIFICATIONS

Built by	Yachtley
Built	2019
Speed	13 knots

## ASKING PRICE

€112,000,000



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



68.20m (223'9)

# Soaring

SPECIFICATIONS

Built by	Abeking & Rasmussen
Built	2020
Speed	16 knots

ASKING PRICE

€98,000,000



*Soaring* is a striking yacht with sweeping lines delivered in 2020 from Abeking & Rasmussen.



65.40m (213'3)

# La Sultana

SPECIFICATIONS

Built by	Georgi Dimitrov
Built	1962/2015
Speed	10 knots

ASKING PRICE  
€12,500,000



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



65.00m (213')

# Ambrosia

SPECIFICATIONS

Built by	Benetti
Built	2006/2017
Speed	12 knots

ASKING PRICE

€45,000,000



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



63.00m (206'8)

11.11

SPECIFICATIONS

Built by	Benetti
Built	2015
Speed	14 knots

ASKING PRICE

€59,500,000



A World Superyacht Award winner and a head-turner with her custom art-deco interior design.





62.50m (205'1)

# Apogee

SPECIFICATIONS

Built by	Codecasa
Built	2003/2019
Speed	11/16 knots

ASKING PRICE

\$24,950,000



Presented to the market in immaculate condition, *Apogee* represents the pinnacle of Italian superyacht design from Codecasa yachts.



60.20m (1976)

# Sarastar

SPECIFICATIONS

Built by	Mondomarine
Built	2017
Speed	18 knots

Also available for charter

ASKING PRICE

€42,000,000



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



60.10m (1972)

# Paloma

SPECIFICATIONS

Built by	Ishikawajima Harima
Built	1965/2004
Speed	15 knots

ASKING PRICE

€14,250,000



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



55.00m (180'5)

# Sea Huntress

SPECIFICATIONS

Built by	De Vries, Feadship
Built	1997
Speed	12 knots

ASKING PRICE  
€22,750,000



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



55.00m (180'5)

# La Masquerade

SPECIFICATIONS

Built by	Amels B.V. Holland
Built	2003/2011
Speed	11/16 knots

ASKING PRICE

€19,950,000 VAT paid



*La Masquerade* is a classic Terence Disdale-designed yacht, built in 2003 at Amels.



54.65m (180')

# Forever One

SPECIFICATIONS

Built by	ISA Yachts
Built	2014
Speed	14/16 knots

ASKING PRICE

€34,950,000



*Forever One's distinctive reverse bow design allows for increased interior volumes and economical and striking exterior lines.*



52.80m (173'2)

# Shaf

SPECIFICATIONS

Built by	CRN
Built	1981/2019
Speed	13 knots

ASKING PRICE

\$8,750,000



Only a handful of yachts are destined to become icons, recognised wherever they go in the world's oceans. *Shaf* is one such example, custom built as one of the largest private yachts by CRN in 1981.



49.90m (162'4)

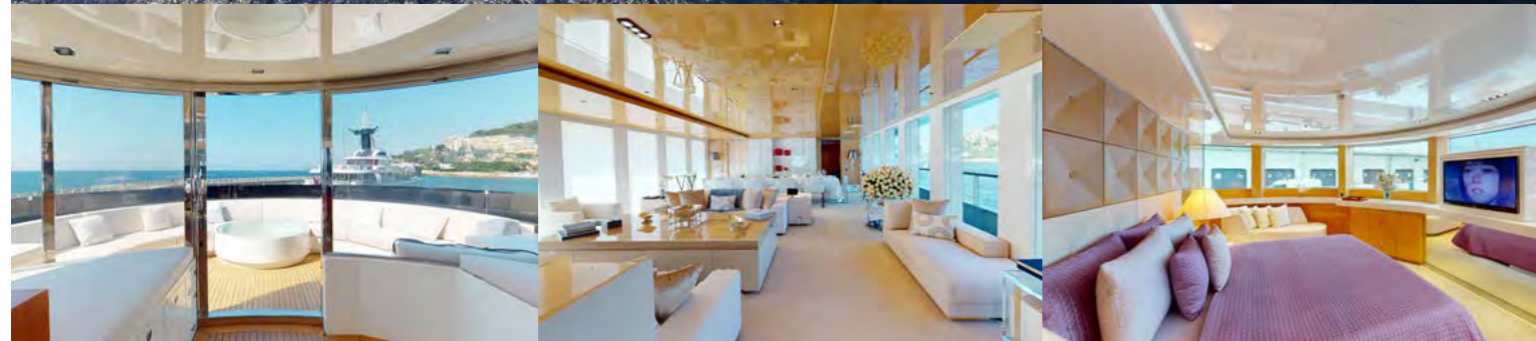
# La Pellegrina I

SPECIFICATIONS

Built by	Couach Yachts
Built	2012
Speed	22 knots

Also available for charter

ASKING PRICE  
€14,800,000



48.50m (159'1)

# Khalilah

SPECIFICATIONS

Built by	Palmer Johnson
Built	2015/2020
Speed	26 knots

ASKING PRICE  
€28,500,000





46.70m (153'2)

Asya

SPECIFICATIONS

Built by	Heesen Yachts
Built	2015
Speed	12 knots

ASKING PRICE  
€21,900,000



46.10m (151'2)

Wellenreiter

SPECIFICATIONS

Built by	Jongert
Built	2003
Speed	10 knots

ASKING PRICE  
€6,950,000



45.00m (147')

# Dorothea III

SPECIFICATIONS

Built by	Cheoy Lee
Built	2007/2015
Speed	10 knots

ASKING PRICE  
POA (Completing a major refit)



43.60m (143')

# Blue Vision

SPECIFICATIONS

Built by	Benetti
Built	2007/2020
Speed	12 knots

Also available for charter

ASKING PRICE  
€11,500,000



43.00m (141')

# Eclipse

SPECIFICATIONS

Built by	Feadship
Built	1993
Speed	11 knots

Also available for charter

ASKING PRICE  
\$7,600,000



42.84m (140'6")

# Asgard

SPECIFICATIONS

Built by	Abeking & Rasmussen
Built	1993/2020
Speed	10 knots

ASKING PRICE  
€10,900,000





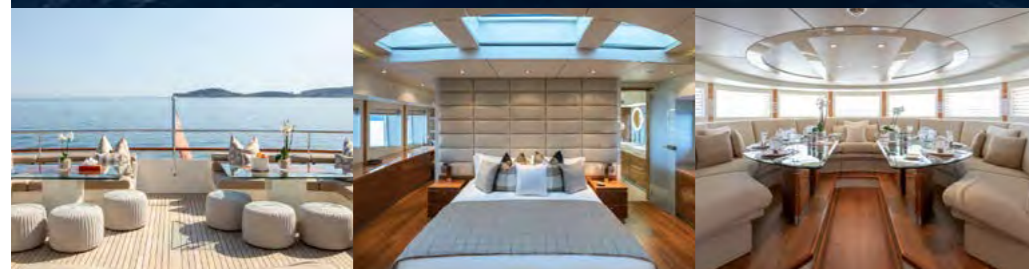
41.60m (136'2)

Basmalina II

SPECIFICATIONS

Built by	Icon Yachts
Built	2011
Speed	12 knots

ASKING PRICE  
€11,900,000



40.00m (131')

Whispers

SPECIFICATIONS

Built by	Cantieri di Pisa
Built	1985
Speed	20 knots

ASKING PRICE  
€900,000



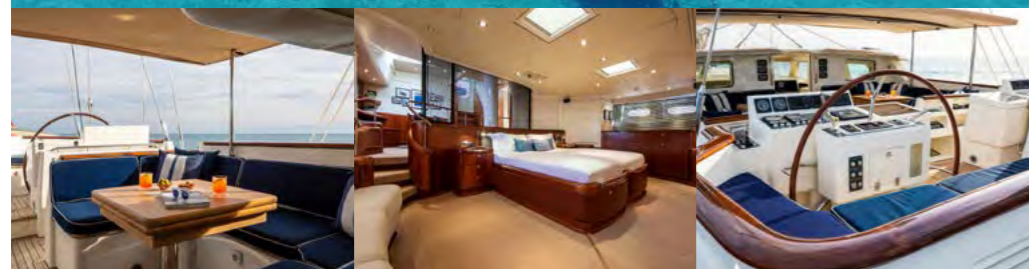
40.70m (133'5)

Surama

SPECIFICATIONS

Built by	Royal Huisman
Built	1997/2017
Speed	11 knots

ASKING PRICE  
€7,900,000



39.70m (130'2)

La Perla

SPECIFICATIONS

Built by	Belena - A.Vander, Cruysse
Built	1976/2019
Speed	10 knots

ASKING PRICE  
€3,750,000





39.62m (130'11)

African Cat

SPECIFICATIONS

Built by	Overmarine (Mangusta)
Built	2007
Speed	25 knots

ASKING PRICE  
€5,500,000



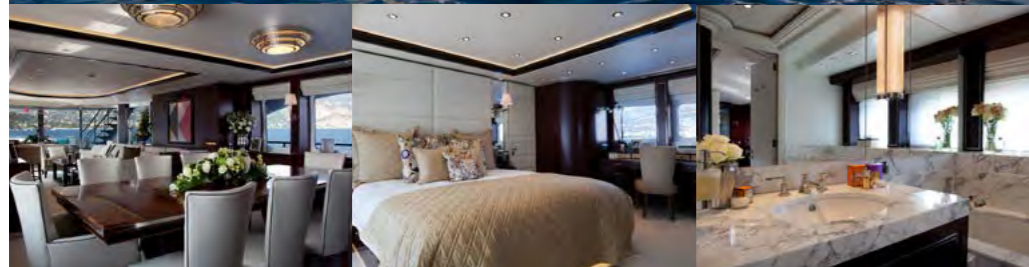
36.90m (121')

Edesia

SPECIFICATIONS

Built by	Benetti
Built	2014
Speed	13 knots

ASKING PRICE  
€10,750,000



37.30m (122'4)

Perle Noire

SPECIFICATIONS

Built by	Heesen Yachts
Built	2010/2016
Speed	21 knots

ASKING PRICE  
€7,250,000



36.50m (119'9)

Secret Love

SPECIFICATIONS

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

ASKING PRICE  
€4,950,000



35.20m (115'1)

Il Gattopardo

SPECIFICATIONS

Built by	Amer Permare
Built	2012
Speed	20 knots

ASKING PRICE  
€5,900,000



34.11m (111'10)

Ree

SPECIFICATIONS

Built by	Valdettaro
Built	1995 /2019
Speed	8 knots

ASKING PRICE  
€1,800,000



35.15m (115')

Avalon

SPECIFICATIONS

Built by	Princess
Built	2018
Speed	16 knots

ASKING PRICE  
€15,000,000



34.00m (111'6)

Bel-Ami II

SPECIFICATIONS

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

ASKING PRICE  
€1,950,000



33.50m (109'9)

Vera IV

SPECIFICATIONS

Built by	Royal Denship
Built	2002/2017
Speed	10 knots

ASKING PRICE  
€1,550,000



32.07m (105'3)

Iemanja

SPECIFICATIONS

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

ASKING PRICE  
\$1,500,000



33.00m (108'3)

Odyssey III

SPECIFICATIONS

Built by	Benetti
Built	1967/2018
Speed	10 knots

ASKING PRICE  
£6,250,000



31.46m (103'2)

Lady May  
Of Glandore

SPECIFICATIONS

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

ASKING PRICE  
€2,500,000



31.35m (101'7)

Zanzibar

SPECIFICATIONS

Built by	Trehard
Built	1993/2013
Speed	10 knots

ASKING PRICE  
€1,275,000



30.63m (100'5)

Alexia

SPECIFICATIONS

Built by	Wally Yachts
Built	2004
Speed	10 knots

ASKING PRICE  
€3,800,000



30.91m (101')

Aquarius

SPECIFICATIONS

Built by	Azimut
Built	2007/2019
Speed	23 knots

ASKING PRICE  
\$3,250,000



30.40m (99'8)

Dallinghoo

SPECIFICATIONS

Built by	Pritchard
Built	1990/2016
Speed	7 knots

Also available for charter

ASKING PRICE  
\$1,200,000





30.10m <sup>(97')</sup>

Annabel II

SPECIFICATIONS

Built by	Horizon Yachts
Built	2009/2018
Speed	14 knots

ASKING PRICE

\$4,100,000



29.56m <sup>(96'11)</sup>

Victorious

SPECIFICATIONS

Built by	Horizon Yachts
Built	2010
Speed	10 knots

ASKING PRICE

\$3,450,000



29.95m <sup>(98')</sup>

Triple 888

SPECIFICATIONS

Built by	Horizon Yachts
Built	2008/2016
Speed	14 knots

ASKING PRICE

€3,600,000



29.00m <sup>(95'5)</sup>

Mbolo

SPECIFICATIONS

Built by	Jongert
Built	2004/2011
Speed	10 knots

ASKING PRICE

€2,650,000





28.90m <sup>(95')</sup>

Good Year

SPECIFICATIONS

Built by	Azimut
Built	2017
Speed	16 knots

ASKING PRICE  
€4,950,000



27.94m <sup>(91'8)</sup>

De Vrouwe  
Christina

SPECIFICATIONS

Built by	Feadship
Built	1957/2017
Speed	7 knots

ASKING PRICE  
€1,999,000



28.80m <sup>(94'5)</sup>

Concordia

SPECIFICATIONS

Built by	Monty North
Built	2000/2013
Speed	10 knots

ASKING PRICE  
€1,750,000



27.43m <sup>(89'1)</sup>

Whirlwind

SPECIFICATIONS

Built by	Holland Jachtbouw
Built	1998/2011
Speed	8 knots

ASKING PRICE  
€875,000



27.20m (89'2)

Belle Isle

SPECIFICATIONS

Built by	Kingship Marine Limited
Built	2010
Speed	9 knots

ASKING PRICE  
€3,350,000



23.99m (78'8)

Alysee

SPECIFICATIONS

Built by	Base Nautica Stella Polare
Built	2019
Speed	10 knots

ASKING PRICE  
€2,475,000



26.05m (83')

Attitude

SPECIFICATIONS

Built by	Otam
Built	2020
Speed	38 knots

ASKING PRICE  
€5,000,000



23.39m (76'9)

Lady Emma

SPECIFICATIONS

Built by	Camper & Nicholsons Ltd
Built	1930/2019
Speed	8 knots

ASKING PRICE  
€2,950,000





23.00m (75'5)

Lo Rider

SPECIFICATIONS

Built by	Gebr Enkhuizen, Makkum NL
Built	2009
Speed	25 knots

ASKING PRICE  
€1,500,000



22.86m (75')

Hour

SPECIFICATIONS

Built by	Sunseeker
Built	2005/2019
Speed	40 knots

ASKING PRICE  
€850,000



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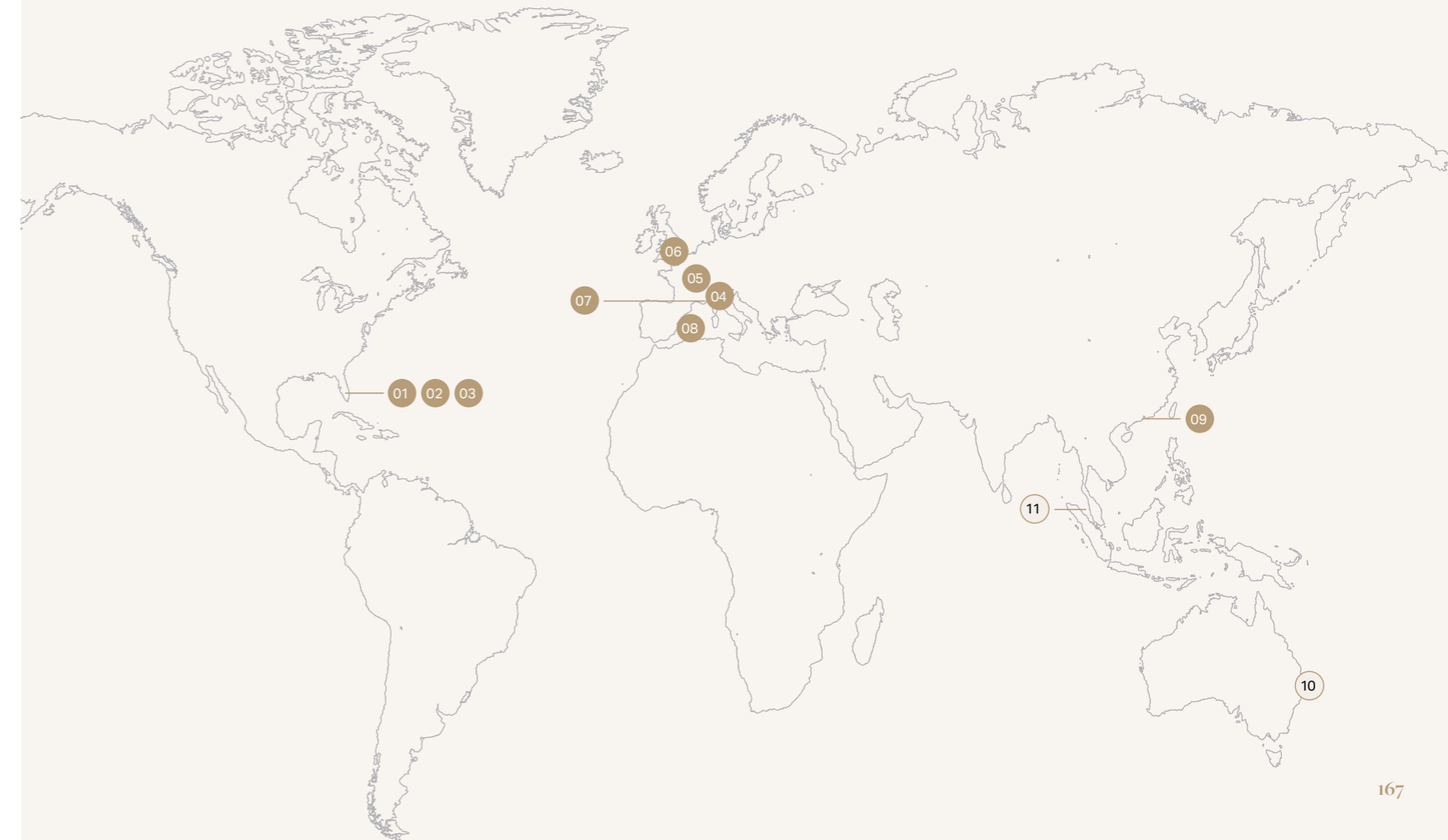
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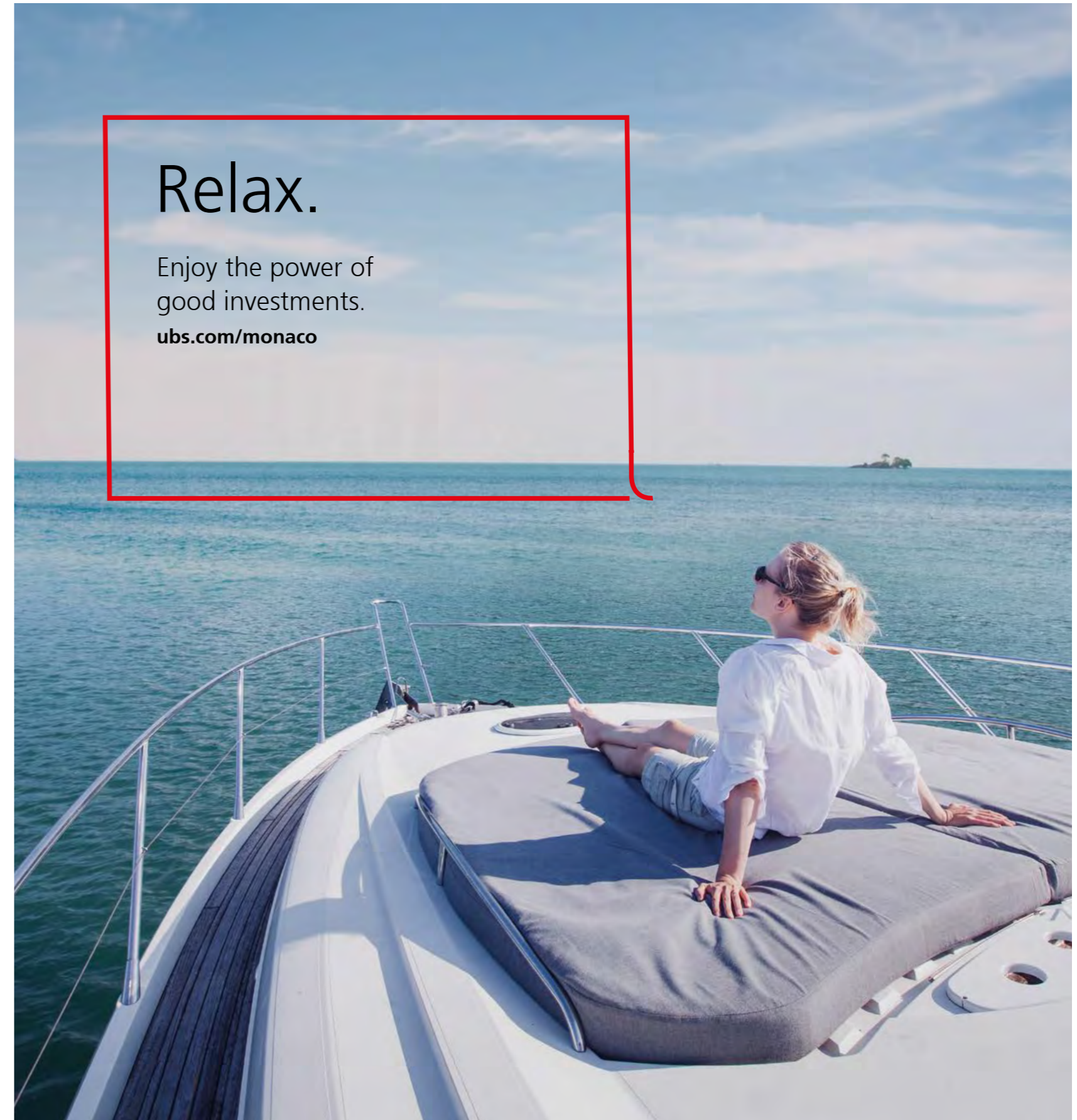
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# NOUVEAU

# DBX



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