

ASIA'S LEADING YACHTING LIFESTYLE MEDIA

YACHT style

**PREMIERES
GALORE**

**BEST OF 2021'S
NEW MODELS**



REVIEWS: FERRETTI YACHTS 1000, SANLORENZO 62STEEL
AQUILA 54 YACHT, BALI 4.2 SAIL CATAMARAN

SHOWS: CANNES, SOUTHAMPTON, GENOA, MONACO

LEADER: PAOLO CASANI, CAMPER & NICHOLSONS

DESIGN: TONY CASTRO & GALEON YACHTS

SHIPYARD: PMG SHIPYARD, THAILAND

PROFILE: VP YACHTS, HONG KONG

RACING: SAILGP, ROLEX FASTNET

YACHT STYLE AWARDS 2021 ANNOUNCED

HONG KONG: HKD80
CHINA: RMB90
SINGAPORE: SGD12
MALAYSIA: MYR32
THAILAND: THB350
PHILIPPINES: PHP 450
VIETNAM: VND200,000
INDONESIA: IDR 125,000
REST OF THE WORLD: USD12



@YachtStyle
@YachtStyleCharter

OFFICIAL PARTNER OF
YACHTING
FESTIVAL
CANNES

mys
MONACO
YACHT SHOW

ISSUE 61



FERRETTI YACHTS 1000

CONTENTS

12 START LINES

- Editor's Note
- Column: Yunzhu Jin on buying superyachts for Asia-Pacific passages
- Column: Colin Dawson on troubled waters for yacht insurance

20 YACHTS

- Benetti's 65m *Triumph*, Motopanfilo 37M
- Cantieri delle Marche's Darwin 115
- First MCY 105 Skylounge sold to Asia
- Azimut debuts new 68 Flybridge
- Gulf Craft's Asia version of Majesty 62
- Prestige expands X-Line with X60
- Jeanneau unveils new flagship
- Beneteau premieres Antares 8

38 NEWS

- Big boats ply Singapore-Perth
- Gulf Craft orders soar in 2021
- Sanlorenzo's frenetic Asia activity
- Ferretti Yachts' new 780 in Singapore
- Bali, Galeon entering Singapore
- Fraser sells 40m *Silentworld* to HK
- Burgess appointed CA for Asteria 116
- RPM increasing superyacht access
- New marina for Greater Bangkok
- Silent-Yacht appoints Farfalla Marine
- Charter association forms in Singapore
- Belassi Burrasca wins Red Dot Award
- AkzoNobel releases prime finishes

60 SHOWS

- Cannes Yachting Festival
- Monaco Yacht Show
- Polboat Yachting Festival

72 SPECIAL FEATURE: NEW MODELS 2021

Premieres & Newcomers celebrates the year's most exciting new yachts, many debuting at autumn shows around Europe.

**92 RACING**

- Rolex Fastnet Race
- SailGP Season 2

102 LEADER:**PAOLO CASANI, C&N**

The Camper & Nicholson's CEO is motivated by the company's ongoing focus on proprietary technology to engage superyacht clients in the new era.

108 BURGESS MARKS MILESTONE IN ASIA

Burgess' recent sale of the 52m *Amels Lind* marked the 20th transaction by the brokerage house's Asia team since it was formed in 2015.

114 DESIGN:**GALEON & TONY CASTRO**

Yacht Style looks at the 20-year builder-designer relationship that has resulted in some of the world's most innovative production motor yachts.

120 PROFILE: VP YACHTS

Vivian Chan is quickly making a name for herself as the founder and Director of VP Yachts, the Hong Kong dealer for Italian builder Sessa.

126 OWNER:**TC WONG, LEOPARD 50**

Wong made headlines last year when the rapid spread of Covid left him stranded at sea in his Leopard 50 for months until he was eventually allowed into Fiji, where he has remained since.

130 SHIPYARD: PMG SHIPYARD, THAILAND

Along with the new Silent 60 for Silent-Yachts, the PMG Shipyard in Rayong also produces its own solar-assisted Heliotrope powercats along with custom builds in its beachfront facility.

136 YACHT STYLE AWARDS 2021

The categories and process will be revealed on YachtStyle.co before the awards crown the best in class.



Leader: Paolo Casani, Camper & Nicholson's



Owner: TC Wong, Leopard 50



Profile: Vivian Chan, VP Yachts



Ferretti Yachts 1000

NEW MODELS IN THE NEW NORMAL

World premieres of new yacht models are always exciting, but arguably more so this year after so many of the key European shows were cancelled last autumn. Much of the focus is around Cannes and Monaco, although there are other European events in the likes of Southampton, Genoa, Barcelona and La Rochelle before the US takes centre stage at the end of October with the Palm Beach International Boat Show.

Still, Cannes and Monaco are the key shows for premieres and for those able to travel to the south of France, it will end a two-year wait to see rows of stunning new motor yachts at Vieux Port, sailing boats at Port Canto and megayachts at Port Hercule. For those unable to attend, we've done best to provide a sample of what's on display in our show overviews and special feature on New Models 2021.

One of the year's exciting newcomers is our cover star, the Ferretti Yachts 1000, the new flagship of one of the world's leading motor yacht builders and among our major *Reviews* in this issue. A new hull is already destined for Asia in early 2022, which is also the case for the Aquila 54 Yacht, another of our *Reviews* along with the first Sanlorenzo 62Steel – debuting at Monaco – and Bali 4.2, which premieres at Cannes.

Other pioneering new models from leading brands include Azimut's new flagship, the 38m Grande Trideck, which is scheduled to show at *both* Cannes and Monaco, as is Sunseeker's new 90 Ocean, which ushers in a new class of design for the British builder. Beneteau has a new flagship in its Grand Trawler 62 and there's so much more. I get a little hyped just writing about it, so am eager to see these models and more in person.

Rafa Nadal's own 80 Sunreef Power, *Great White*, is expected at Monaco, which will give visitors the chance to see the Spaniard's interior taste – and love of TVs – for themselves.

The Monaco show is also an annual summit for the global brokerage houses, so we feature Paolo Casani, Camper & Nicholson's CEO, in our *Leader* interview. We also profile the achievements of

Burgess' Asia team, which recently secured their 20th superyacht brokerage sale, a landmark in the region.

Design digs into Galeon's 20-year relationship with Tony Castro, who has worked with the shipyard to produce some of the most innovative production motor yachts of recent times, with more and more arriving in Asia.

Profile focuses on VP Yachts, Sessa's new dealer in Hong Kong headed by Vivian Chan, who has spent a decade in the gritty surrounds of her family's Sun Hing Shipyard. TC Wong, profiled in *Owner*, is another remarkable individual and made headlines last year when the Singaporean was stranded on his Leopard 50 in the South Pacific as Covid forced borders to close around him.

Thailand-based Philippe Guenat also has plenty of stories to tell, having explored and developed solar technology for boats for over a decade. Today, Guenat's PMG Shipyard in Rayong produces the Silent 60 – another world premiere at Cannes – as well as its own solar-assisted Heliotrope catamarans and other models.

Meanwhile, in Singapore, ONE°15 Marina Sentosa Cove is looking better than ever after a US\$5 million upgrade that included doubling its superyacht capacity, increasing megayacht access, improving berths and boosting infrastructure, as it positions itself for when yachts can comfortably resume travels around the region.

Looking ahead, we're also delighted to announce the Yacht Style Awards 2021, which will be unveiled online and honour all those who have been working hard to keep the industry buoyant during this trying period. And while travel is still difficult, we're happy to keep offering a window into what's happening in yachting in Asia and around the world. We hope you enjoy this issue.

John Higginson,
Managing Editor, *Yacht Style*

Lux Inc
INTEGRATED MEDIA



BURGESS CA FOR SECOND ASTERIA 116

Burgess' Asia team has been appointed Central Agency for the sale of the second hull of HeySea Yachts' Asteria 116, due for delivery in 2022.

Burgess has been appointed as Central Agent (CA) for the sale of hull two of the 35.2m Asteria 116, which is being built by HeySea Yachts in its shipyard in Zhuhai, near Hong Kong. The 263GT superyacht has an asking price of €10.5 million (about US\$12.35 million) and delivery is scheduled for late 2022.

Designed by the UNIPELLÉ design studio headed by Slovenian Jure Bukavec, Asteria 116 has a 25ft 3in beam, is built in composite to RINA classification and is MCA LY3 compliant. Features include a sun deck with bar, barbecue, jacuzzi, sunpads, open-air dining and a main-deck owner's suite with 240-degree views, skylight and a private forward terrace with sunpads.

There is also a beach club 'Cabana lounge' aft on the lower deck and a hydraulic bathing platform. Twin Caterpillar C32 ACERT diesel engines provide a top speed of 24 knots, a cruising speed of 20 knots and a range of 2,000nm at 10 knots.

Established in 2007, HeySea is mainland China's most prolific

superyacht builder and has been a fixture in the top 30 of the Global Order Book since 2014, ranking 17th in the 2021 edition.

www.burgessyachts.com



FRASER SELLS 40M SILENTWORLD TO HK

The brokerage house's Hong Kong office represented the buyer of the 131-footer.

Fraser has announced the sale of 40m *Silentworld*, which was one of the largest yachts for sale in the Pacific region and will be delivered to her new owner in Hong Kong.

Built by Spain's Astilleros M. Cies in 2006 and most

recently refitted in 2018, the 131ft yacht accommodates 12 guests in six staterooms.

Silentworld has been based in Tahiti and was sold by Fraser Australia brokers Peter Redford and Eugenio Cannarsa, who were representing the seller. Adam Blackmore and Jacqueline Lee from Fraser's Hong Kong office represented the buyer, who is expected to keep the yacht in Hong Kong and explore the likes of the Philippines and Indonesia.

"It was a pleasure to work closely with the clients to search and acquire their first yacht," Blackmore said.

"It had been a family dream for many years to own a yacht and explore the oceans. Helping them make this a reality is a career highlight for me. Eugenio and Peter's team were the icing on the cake. Their level of professionalism and clarity at all times helped to facilitate such a complex deal." ✎

www.fraseryachts.com

www.asiamarine.com





WARM WELCOME BACK TO CANNES

Arguably the world’s premier show for global debuts, the Cannes Yachting Festival returns with a stunning array of motor yachts and sailing boats on display from Vieux Port across the bay to Port Canto.

Azimuth-Benetti Group and Ferretti Group are again set to be among dominant exhibitors at the Cannes Yachting Festival as the event is held for the first time since 2019. The six-day event from September 7-12 is expected to feature about 150 world premieres among almost 600 boats as it follows the format introduced two years ago, with motor yachts exhibiting at Vieux Port, while Port Canto hosts sailing boats, brokerage yachts and toys.

In Vieux Port, Azimut’s flagship Grande Trideck is the biggest of its four world premieres, which also include the 53 and 68 from the Flybridge range, and the new Magellano 66. The Italian builder’s provisional 18-model line-up comprised four Grande models from the 27 Metri to the 38m Trideck, three S models from the S6 to the S8, six Flybridges from the 50 to the 78, two Atlantis cruisers and three Magellanos from the 43 to the 25 Metri.

At the Super Yachts Extension, sister brand Benetti is staging the world premiere of the Motopanfilo 37M, which will be on display with the first Oasis 40M *Rebeca* – for charter with Burgess – and a Delfino 95.

Ferretti Group has a diverse range of world premieres ranging from the much-anticipated Wally WHY200 to the Pershing 6X and two Rivas – the 68’ Diable and 76’ Perseo Super. The Ferretti Yachts 1000 will be making its show debut, having officially premiered at the

Venice Boat Show in June, while other Ferretti Yachts models include the 500, 550, 670, 720, 780, 850 and 920.

As well as the two premieres, Riva models will include a Rivamare, Dolceriva, 56’ Rivale, 66’ Ribelle, 90’ Argo and potentially an 88’ Folgore and 110’ Dolcevita, while Pershing will also show its 7X, 8X, 9X and flagship 140. The 43 and 48 Wallytenders and an Itama 62 are also in the Group’s provisional 26-strong line-up, along with Custom Line’s Navetta 30 and Navetta 37 at the Super Yachts Extension.

Sanlorenzo will have seven yachts including the world premieres of the SL90A and SL120A Asymmetric models from the Italian yard’s planing line and the semi-displacement SD118. An SL96A and three SX crossover models – SX76, SX88 and SX112 – complete the display. Sister brand Bluegame will stage the world premiere of the BG72 alongside the BG42, BG62, BGX60 and BGX70.

Absolute will have two world premieres, the 60 Fly and the 48 Coupe, in an 11-strong display. The Fly range will also be represented by the 47, 50 and 62, while six Navettas comprise the 48, 52, 58, 64, 68 and flagship 73. Sessa’s five models comprise the C47 that debuted at Venice in June along with a C35, F42 and a restyled KL34 and KL40 from the Key Largo line.

Among bigger yachts, Palumbo Superyachts is staging the world premieres of the ISA Super Sportivo 100 GTO, Extra X86 and Extra

Vieux Port (below and facing page, bottom) is the largest exhibition area at the Cannes Yachting Festival and again hosts motor yachts; land and sea transfers connect to Port Canto (facing page, top)





The Azimut Grande Trideck, the Italian builder's new 38m flagship, is among the largest world premieres at this year's Cannes Yachting Festival

X96 Triplex, Mangusta models include the 104 REV and GranSport 33 and Turkey's Numarine will debut its 37XP.

Italian builds at the Super Yachts Extension include Baglietto's new 40m *Panam*, the new Rosetti 38m Explorer and Cantiere delle Marche's first 39.4m RJ 130 and the 39.2m *Aurelia*, the brand's first Flexplorer.

UAE builder Gulf Craft will show a Majesty 100 at the Super Yachts Extension, while Burgess is displaying the Majesty 125 *Altavita* and the 47m *La Polonia* in the brokerage and charter area in Port Canto.

MORE MOTOR YACHTS

British builder Sunseeker will showcase this year's 'Famous Five' new models – Manhattan 55, Predator 55 EVO™, 65 Sport Yacht, 88 Yacht and 90 Ocean – plus a Manhattan 68, 74 Sport Yacht and 76 Yacht. Fellow south-coast builder Princess will stage the world premiere of the Y72 along with its flagship X95, S78, S66, S62, F55, F50 and V40.

Fairline is unveiling the 2021 edition of the F//Line 33 along with four Targa sports cruisers – a 45 Open, 45 GT, 50 Open and the line's flagship 65 – while Pearl Yachts will exhibit its 62, 80 and 95.

Among brands within France's Groupe Beneteau, Prestige will premiere its 690 and show its flagship X70 along with the 590, 520, 460S and 420. In Vieux Port, Beneteau will premiere its flagship Grand Trawler 62 and Gran Turismo 45, while its other models include a Gran Turismo 36 (outboard), Gran Turismo 41, Swift Trawler 41 (Fly), Monte Carlo 52, Flyer 9 (Sundeck), Flyer 10 and Antares 11 Fly.

Jeanneau's motorboat display will include the NC 37 and Leader 36, the flagships of their respective inboard lines. The builder's outboard ranges will also feature the Merry Fisher 1095 Fly and new 795 Sport Serie2, while Cap Camarat inboard models include the 12.5 WA (Walkaround), 10.5 WA Serie2, 9.0 WA and 9.0 CC (Center Console), and new Serie3 versions of the 7.5 CC and 7.5 WA.

Polish builder Galeon will be showing the 325 GTO launched in the US earlier this year along with the 400 Fly, 425 HTS, 460 Fly, 500 Fly and 640 Fly. The Sirena 68, Grand Banks 54 and Swan Shadow



The sleek Swan 98 is among the largest sailing boats being displayed at Port Canto, which is home to both sailing monohulls and catamarans

are among world premieres, while Australia's Riviera will show a 39 Open Flybridge, 54 Enclosed Flybridge and 6000 Sport Yacht Platinum Edition.

Among powercats, Poland's Sunreef will debut its 60 Sunreef Power with its 70 and 80 models, Leopard will show its 53 Powercat, Aquila is showing the 2021 edition of its 32 Sport, while Silent-Yachts will premiere its Silent 60 and Silent 55 Front Exit Version solar-electric catamarans.

SAILING BOATS

Among sailing catamarans in Port Canto, Sunreef will stage the world premiere of the Sunreef 70 alongside its 60 and 80, while France's Lagoon will stage the global debut of the Lagoon 55 along with a 40, 42, 46, Sixty 5 and its flagship Seventy 7.

Leopard will show its full range of sailing cats – the 42, 45 and 50 – while French builder Bali will display its Catspace Sail, new 4.2, 4.6, 4.8 and flagship 5.4.

Sailing monohulls include the world premiere of the Swan 58 (*Issue 60 cover story*) along with a Swan 48 and Swan 98, while Beneteau's Port Canto display comprises a First Yacht 53, Oceanis 40.1 and 51.1, and Oceanis Yacht 54 and 62 models.

Jeanneau will double up for the world premiere of the Jeanneau Yachts 60 by showing both the Cruiser and Classic versions, while also displaying the Sun Odyssey 410, 440 and 490. Italy's Solaris will have a strong display including the 34m Solaris 111 *CeFeA*, launched last year. »

www.cannesyachtingfestival.com

Port Canto, across the Bay of Cannes from Vieux Port, has been organised to host sailing boats, brokerage and charter yachts, and toys





Dutch designers and naval architects Vripack combined with Turkish builder Alia Yachts to create this showpiece vessel Al Waab

eight new build and refit facilities, Rose Damen, Managing Director of Damen Yachting and Amels, and Aino-Leena Grapin, CEO of Winch Design.

Charlie Birkett, CEO and founder of Y.CO, is speaking on the charter market, and Benetti is among those addressing how to commission a new build, as is Oceanco. Feadship was hoping to have its recently launched 94 m *Viva* available as a “design to delivery” case study, but that had not been finally confirmed at our late August deadline.

MYS, owned by British shows and exhibitions conglomerate Informa, has refined a Dockside exhibition area this year featuring companies involved in the construction and management of superyachts, which is only accessible to visitors holding “Discover”, “Advise” and “Sapphire” badges on the opening Wednesday, 22 September.

On Quai L’Hirondelle, a focus is now on super sailboats, as well as their shipyards, designers and specialist equipment suppliers such as sails, spars and deck hardware. This sounds logical, but some clients are interested in both sail and motor yachts, and separating



Asia-Pacific interest is high in the debut of this 55 m from Lürssen



Damen Yachting’s Time Off. The yard has so far built nine of these versatile Yacht Support vessels. See also Guest Columns this issue

MONACO’S PREMIER SUPERYACHT SHOW RESTARTS

A new-look Monaco Yacht Show makes its welcome return 22-25 September after a two-year hiatus caused by covid. Three hundred exhibitors and about 60 superyachts on display should ensure that this most exclusive event continues at the pinnacle of private yachting’s sales calendar.

WORDS **BRUCE MAXWELL** PHOTOS **MYS BUILDERS AND DESIGNERS**



Builder bases in the pavilions provide links to vessels displayed outside

Caution remains the keynote, however, and some owners clearly had second thoughts about allowing their vessels to be displayed. This resulted in some last-minute changes, but final adjustments take place at every boat show, and the overall message is that Monaco is back with a bang.

The superyacht industry, which traditionally takes stock at this time, has actually had a very impressive last year, as wealthy individuals across the world decide to invest in their own floating resorts.

The attractions in owning such vessels, capable of getting away from it all, “far from the madding crowd”, have never been more evident, and order books are filling fast.

This development will be reviewed pre-MYS in a Monaco Yacht Summit on 21 September at the Yacht Club de Monaco, supported by JP Morgan Private Bank, Monaco Economic Board and the Monaco Convention Bureau.

High quality speakers for the Business Report, which looks at trends and other aspects of chartering, buying, building and operating a superyacht, include Jonathan Beckett, CEO of brokers Burgess, Michael Breman, Sales Director of German yard Lürssen, which has



Heesen's 55m Moskito shown visiting Malta. She has the latest iteration of Van Oossanen's Fast Displacement Hull Form

them may be a challenge in practice. The demise in recent years of New Zealand's Alloy Yachts and now Perini Navi in Italy has also put pressure on this sector, while opening up opportunities for others.

Another innovation is that the Designer Gallery has been enhanced by addition of a Yacht Design and Innovation Hub, where designers can interact with potential clients and present some of their copious design ideas. We asked designers Espen Øino and Sam Sorgiovanni, separately, what they thought of this development, and both were very positive.

Other complementary sectors include Tenders and Toys on Quai Antoine, luxury cars on the car deck, luxury products as usual in the Parvis Piscine pavilion, and nautical gear and latest tech releases on Darse Sud and Quai Albert.



Silver Yachts' Australian-built 85m luxury explorer Bold

Among more general comments, Marco Valle, CEO of Azimut-Benetti, said: "Monaco Yacht Show is for sure one of the key events for super yachting, and we are really happy to introduce some of our new models after a very satisfactory sales season, probably one of the best of the last ten years".

Jonathan Beckett, CEO of Burgess, also traditionally on Quai L'Hirondelle: "We have followed the evolution of MYS over three decades, and support the organisers' new approaches to upgrading visitor experiences. We will bring a high-quality selection of our listed yachts".

Michael Breman, Sales Director Lürssen: "We are happy to be back at the boat show, and even happier to be able to showcase our latest delivery, the 55m Project 13800. We are hopeful that the revamped show concept is a success, and that we will have the opportunity to engage with many new build customers".

Farouk Nefzi, Marketing Director of Feadship: "We were involved in discussions with Informa to deliver an event that will enhance the journey of visiting superyacht customers. This September show promises to be a top-notch lifestyle event".

Giuseppe Palumbo, CEO of Palumbo Superyachts, ISA and Columbus will be exhibiting three different previews of 45, 50 and 65m".

Gaëlle Tallarida, General Manager of MYS: "Rest assured that MYS 2021 will be covid-safe. An anti-covid sanitary protocol will be respected throughout the entire show, from the first day of preparations to the dismantling of the last stand and, of course, during the four days of the show".

Builders taking part include Ab Yachts, Abeking & Rasmussen, Alia, Arcadia, Azimut, baglietto, Baltic, Benetti, Bilgin, Clumbus, Conrad, CRN, Damen, Delta, Extra, Feadship, Ferretti, Fincantieri, Gulf Craft, Heesen, Icon, ISA, JFA, Kusch, Latitude, Lloyd Werft,



Turkish yard Bilgin significantly increases its superyacht credentials with the impressive 80m Tatiana. Sister ships are on the slips



New Yacht Design and Innovation Hub allows designers to showcase their ideas. This is the Frontier concept by Sam Sorgiovanni

Lürssen, Maiora, Mangusta, Mondomarine, Nautor's Swan, Nobiskrug, Ocea, Oceanco, Rossinavi, Royal Hakvoort, Royal Huisman, Sanlorenzo, SES, Silver, Sunreef, Southern Wind, Tankoa, Turquoise, Vitters, Wally and Westport.

Leading brokers include Burgess, Bluewater, Camper & Nicholsons, Edmiston, Fraser, G-Yachts, Imperial, Merle Wood, Moran Yacht & Ship, Peter Insull, Sunseeker Monaco, Y.CO and Yachting Partners.

We await the Monaco debut of Lürssen's 55m Project 13800 with some interest, as this so far under-wraps build will be another addition to the burgeoning Asia-Pacific fleet.

Designed by London-based Bannenberg & Rowell – Dickie Bannenberg is the son of the late great Australian superyacht designer Jon Bannenberg – her construction is part of a push by Lürssen to emphasise that they deliver more vessels below 90m than above.

This is a hard case to make, as Peter Lürssen's people indeed turn out many of the world's largest superyachts, and they took over Blohm & Voss a few years ago as well, but the sub-90m numbers still stack up.

Project 13800 is the smallest superyacht they have built in a quarter century, but she makes Michael Breman's point that if owners want a vessel of Lürssen's pedigree in say the 55-75m range, the yard is happy to oblige.

Another intriguing vessel with the same LOA is *Al Waab* created by Dutch design and naval architecture firm Vripack and built by Alia Yachts in Turkey.

Marnix Hoekstra, a former President of the Holland Yachting Industry trade group, known in Dutch as HISWA, and his partner Bart Bouwhuis have a reputation for thinking outside the box, and *Al Waab* looks to have quite a few custom innovations. The firm is also involved in green technology vessels with Roger Liang's Kingship up the Pearl River near Hong Kong.

Silver Yachts and Echo Yachts, both based in the Australian Marine Complex south of Perth, are at MYS. Silver Yachts has the remarkable 85m luxury explorer vessel *Bold* on display, and another global explorer under construction will be available for custom outfitting.

The yard is also producing 35m Silver Yachts SpaceCats at Jiangmen in the Pearl River Delta. These and the explorers, and earlier Silver Yachts motor yachts of 73 and 77m, are designed by Espen Øino as fast but economic world cruising vessels. An update on Echo Yachts activities appears in the news pages this issue.

Other vessels expected to feature at Monaco include one of Damen Yachting's Support Vessels, the 55m *Time Off*, ninth in this series, and Heesen's similarly 55m steel *Moskito* delivered this year, as well as Sanlorenzo's 62Steel *Cloud 9*.

Feadship's 94m *Viva* if she makes it has advanced hybrid propulsion to lower her carbon footprint, and website superyachttimes.com reports that Burgess may also show the 85m *Victorious* built by AKyacht. Exterior design is by Michael Leach, and interiors by H2. *Zazou* at 65m is pencilled in for Benetti, and Azimut is meant to be showing its largest flagship model to date, a 38m Trideck. Five have already been sold.

Last but not least in available space, two 80m 2020 deliveries are *Artefact* with distinctive exterior lines drawn by Greg Marshall, who was responsible for the unusual *Big Fish* in New Zealand some years ago, and *Tatiana* from Bilgin.

This well-known Turkish yard has built a spectrum of interesting vessels, and is reportedly laying down its superyacht credentials with *Tatiana* and her following sister ships. Exterior design is by Unique, and *spectacular* interiors from H2. ☞

www.monacoyachtshow.com

Feadship's recently-launched 94m Viva has a remarkable "design to delivery" story



BURGESS MARKS NEW MILESTONE IN ASIA WITH 20th SUPERYACHT TRANSACTION



Confirming its position as the regional leader in selling large yachts, Burgess' recent sale of the 52m Amels Lind marked the 20th transaction by the brokerage house's Asia team since it was formed in 2015.

WORDS **CLAIRE LIM** PHOTOS **BURGESS**

Lind, the 52m Amels, was the fifth transaction by Burgess' Asia team in 2021



Burgess' Asia team at the Monaco Yacht Show in 2019; the team has since been boosted by the addition of representatives in India

Burgess recently celebrated another milestone in the region as it announced the in-house sale of the 52m Amels *Lind*, with Mark Woodmansey, Head of Brokerage Asia, representing the seller. Reason for the celebrations? The sale of the Amels 171 Limited Editions build marked the 20th transaction by Burgess' Asia team since it was formed in 2015.

Launched in 2010, *Lind* features an exterior by British designer Tim Heywood and interiors by Italian stylist Laura Sessa. Last year, *Lind* returned to Amels for her 10-year survey and a comprehensive refit, which included a full repaint, technical systems overhaul and interior upgrades.

In addition to *Lind*, Burgess has transacted four other yachts for Asian clients in 2021 – the 46m Heesen *Book Ends*, a confidential deal for a 77m build, the 44m Feadship *Moon Sand* and the 66m Amels *Ventum Maris*.

Woodmansey of Burgess led the sale of *Ventum Maris*, which was delivered in 2011 as *Imagine* and is the first Amels 212 Limited Editions model, featuring a Heywood exterior and an interior by compatriot Andrew Winch of Winch Design.

Poullet, Burgess' Chairman Asia, is pleased with the expanding regional leadership of his brokerage team in the superyacht segment of the market.

"This is obviously a nice milestone for our Asia team, rewarding passion, team spirit, expertise and hard work to give our clients the best-possible advice on the market and get them the best-possible deal, be they buyers or sellers," said Poullet, who has been based in Asia since 1993.

MAJOR TRANSACTIONS

The 20 yachts include some of the largest transactions globally including the 85m Lurssen *Areti* purchased in 2019 in another in-house Burgess deal, with the Asia team representing the buyer.

The 68m Amels *Lady S* (now *Lady E*) was one of the top-10 deals in 2018 and was among three 50m-plus transactions that year by Woodmansey, who has been in the region since 2003.

The average size of the 20 yachts is an impressive 51m and more than half were built in northern Europe, although Woodmansey says the company specialises in the full range of superyachts.



The 85m Lurssen Areti purchased in 2019 in another in-house Burgess deal is the largest of the Asia team's 20 transactions

"While we have been very successful in the large yachts segment, we are equally excited to bring our clients great opportunities in the 30-50m segment including new build or very recent yachts which we source globally via Burgess' networks and shipyard relationships," Woodmansey said.

Burgess' current CA listings of yachts for sale on behalf of Asia clients include the 92m Oceanco *Tranquility*, the 88m *Illusion Plus* by Pride Mega Yachts, the 60m Feadship *Paraffin*, the 43m ISA *Agora III*, the 30m Couach *Hummingbird*, and the 34m Feadship *Moon Sand Too*, recently made available for viewings in Hong Kong.

STRONG REGIONAL REACH

Burgess did not have a full operation in Asia until 2015, when a first office was opened in Singapore. Poullet's first hires were Woodmansey and Singaporean Hwee Tiah, now Head of Charter - Asia. Joe Yuen (Chief Representative, Hong Kong and Macau) and James Tsui (Charter Manager & Broker) expanded the Hong Kong presence the following year.

Today, Burgess' Asia team counts 20 professionals spread over five offices (Hong Kong, Singapore, Tokyo, Phuket and Mumbai) and a dedicated Asia desk in Monaco. Most of Burgess' team members

in this region are Asians who collectively can operate in most local languages, and six are native or fluent in Mandarin.

Accolades for the team include Best Asia-Based Brokerage Company (International) at the Christoffe Yacht Style Awards in 2018 and 2019 (the awards were not held in 2020), while nine of its team members were included among 100 people listed in *Yacht Style's* Asia's Yachting Leaders 2021.

Besides yacht brokerage, Burgess offers charter and yacht management services to its Asian clients. In addition to advising clients, the Asia team's second 'mission' is to promote and develop Asia's fabulous cruising destinations and Phuket as a regional yachting hub.

"During the pandemic, many Asians discovered the joys of yachting in domestic waters as one of the rare opportunities to leave home, which resulted in a surprising surge in yacht purchases over the last 12 months," said Poullet, who is optimistic for the winter 2021-22 season and beyond.

"Very possibly many of them will now want to experience longer cruise in some of the world-class cruising grounds that Asia has to offer, and most likely Phuket will be a natural first destination." ✎

www.burgessyachts.com



Earlier this year, Burgess led the sale of the 66m Amels Ventum Maris, formerly Imagine



The 46m Heesen Book Ends (left) and the 44m Feadship Moon Sand (right) are among transactions by Burgess' Asia team in 2021

20 Superyacht transactions since 2015.

Best Asia-based Brokerage
Company 2018 & 2019



BURGESS

Email asia@burgessyachts.com
Hong Kong +852 6496 2094 Singapore +65 9665 8990 Tokyo +81 46 738 8612 Phuket +66 7623 9739 Mumbai +91 98211 67253
15 offices worldwide | Europe | Americas | Asia Pacific | Middle East

Over the last five years, we advised numerous Asian and Asia-based yachtmen on yacht purchase / sale, management and charter, seamlessly combining our global expertise and local presence. This included 20 yacht transactions, for 10 of which we represented the buyer. This is just one of the reasons why Burgess was recognised as the Best International Asia-based Brokerage Company at the Christofle Yacht Style Awards in 2018 and 2019.



Discover the difference.
burgessyachts.com