



Asia-Pacific Superyacht Association

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Photo credit: Raja Ampat, Catalano Shipping Indonesia

CHAIRMAN'S MESSAGE

We start 2022 with this special online edition of an APSA Telegraph that leads us into Chinese New Year and the Year of the Tiger. In 2021 APSA was delighted to welcome ten new members (page 6) and we look forward to expanding our membership over the coming year, especially as the superyacht industry is so buoyant in the brokerage and charter sectors.

A number of our APSA members have recorded record-breaking years with yacht brokers, yacht transport, and yacht management companies all busier than ever. They are now making sure that these yachts are ready for action, and fully crewed for the new owner to enjoy, either in their home ports or cruising where opportunities still exist.

Travel restrictions continue to affect much of the world, and as a result the growth within the boating industry has not been evenly distributed across all sectors. We know that some members' businesses are suffering downturns, and we hope this situation will improve in 2022. Remember we are here to support all our members.

Hong Kong has seen greater growth than usual, with Simpson Marine reporting that they sold 135 new and pre-owned yachts in 2021, this representing an increase of 20% over 2020. Globally, Fraser reports sales of pre-owned and new-build yachts 24m and above were up 132% on the 12-year average. Burgess also reports their best year ever in the company's 42-year history, and Northrop & Johnson sold 141 yachts, making 2021 the strongest ever year with the highest ever average transaction values. (See APSA Members: Brokerage and Charters Update page 8).

Shipyards have full order books, with Azimut | Benetti ranked first out of 186 shipyards on five continents, accounting for 12.5% of the total number of projects, which is a substantial percentage of the global superyacht market. Sanlorenzo is another success story, with significant numbers of yachts being delivered across Asia. Marinas in Australia are undergoing major expansion programmes in order to be ready for the increase in superyacht traffic. (See page 10).

Finally, APSA is pleased to announce a new partnership agreements with key regional boating industry associations and national and environmental bodies such as the US Superyacht Association (USSA) and the Water Revolution Foundation. With these stronger networks APSA will be playing a more active role in the future.

Given the world's current Covid situation, it is difficult to plan ahead, but ASPA will be organizing more online activities with the APSA Grand Tours in April 2022, focusing on yacht management and professional services in the region. We will be back in contact with more details soon, but in the meantime stay safe, and carry on yachting.

APSA wishes you all a prosperous and healthy 2022.



Premium Members



MEET THE APSA COMMITTEE 2021



Nigel Beatty
APSA Chairman 2015

APSA Founder Member Nigel Beatty has been APSA Chairman since 2016 when he took over from Colin Dawson. Following an early 1990's career in Her Majesty's Royal Navy, Nigel became an MCA Master (Y) 3,000 GT on various large private & charter yachts worldwide. In 2004 he came ashore and established Super Yacht Logistics (SYL) in Florida, followed quickly by SYL JAPAN. In the subsequent few years Nigel set up FATHOM SUPPLY in Florida, AZURE | YACHT REW HEALTH in USA, Europe & Asia, YOTFIX in Florida and SYL AUSTRALIA (with Caroline Harris) based in Cairns and Brisbane/ Gold Coast. In 2017 Nigel sold 100% of YOTFIX and the company continues in operation. With all the other companies fully managed, Nigel turned his attention to yacht brokerage joining YACHTZOO in Monaco & USA in 2015 and establishing YACHTZOO JAPAN in 2017. He is now also in the process of setting up a new SYL company location. Nigel speaks English & Japanglish, enjoys good wine, bad golf, and a little bit of sailing. He divides his time between homes in the Cotswolds in the UK, Monaco and Tokyo, Japan.



Christophe Ceard
APSA Vice Chairman 2015

Christophe has been in the marine industry for two decades, originally in the fast ferry activity and subsequently in the superyacht industry. Born in France and graduated with an International Business Administration Degree in Paris, Christophe has been living and managing operations in Spain, Asia, Caribbean, Switzerland and French Riviera. He has worked for 14 years for same Hong Kong UHNWI family office, managing superyachts, projects and hospitality activities. Then was working for Ocean Independence in the management and services to clients. Since 2018, Christophe has headed up Swiss Ocean Yacht Management (the yachting arm of international shipping group Columbia Ship Management), with offices and operations in Hamburg, Cyprus, Zurich and Singapore. Christophe has long experience with superyacht fleet management ranging from Superyachts to Gigayachts (27m to 140m), and refit and new build supervision, in Asia-Pacific and Europe. Christophe is a Founder Member of APSA and is currently the Vice Chairman.



Raphael Beaudrey
APSA Honorary Secretary 2015

Since 2006 Raphael Beaudrey has gained significant working experience in Hong Kong, undertaking various positions performing multi-skilled missions in the domains of Corporate Service, Fiduciary & Trust Services, Consulting and Finance. Raphael graduated in International Wealth Management and Accounting and Finance at University of Nice Sophia Antipolis. Previously working as an independent French wealth management advisor, focused on real estate and tax planning, Raphael started his Asian experience in Hong Kong for a Monaco CSP company. His various missions allowed him to manage clients' projects in Asia, Europe, Middle East and Russia, and in different markets such as offshore and trust services, energy, finance, and fashion, where he acquired multi-cultural relationship skills. Raphael speaks French and English and is a Founder Member of APSA, and currently the Honorary Secretary.

APSA STATS

Once upon a time we could all meet at boat shows and conferences, and travel to connect to the superyacht community. Back in 2011 this allowed a group of professionals to come together and form the Asia-Pacific Superyacht Association (APSA). Ten years on the world is a different place, with limited travel options and boat shows still on hold. The good thing is that APSA is alive and strong and growing even in these difficult times and here are the statistics to prove it!

120

APSA
Total Membership

79

APSA Members and
Regional Offices

14

Affiliate
Associations

9

Official
Partners

18

Yacht
members



Bryan Tse
Committee 2014 Honorary Treasurer 2021

Bryan grew up in a family of sailors, and his passion for the sea and yachting has turned into a career. Bryan started with Storm Force Marine, one of the largest distributors of marine equipment in Asia, in a sales/service role. He then joined Anglo Eastern in the technical department, moving on to the purchasing department. In 2015 he was tasked to develop the yacht management division which provided management and agency services to yachts from 15 to 90M in length. Bryan recently founded Global Yacht Services and has assembled a team with compliance know-how from the shipping industry, operational expertise from veteran sea staff, and also a strong local team familiar with the bureaucratic authorities of South East Asian ports. Bryan speaks English, Cantonese, Mandarin fluently, and having joined APSA in 2014 he is now the Honorary Treasurer.



Alex Teji
Honorary Legal Advisor 2015

APSA Founder Member Alex Teji was an Economics student, involved in various small commercial enterprises, and an avid globetrotter. After studying law, he joined Hill Dickinson with an open mind, spent some time working in the Singapore office before returning to the Yachts team in London. Based in London, Alex advises a diverse international client base and operates for much of the year from Monaco and the Far East. Known for his discretion, pragmatism and constructive approach to a transaction, Alex is typically brought in from the outset of an acquisition, construction, or sale of a superyacht to advise on ownership structure and flagging, contract negotiation and signing, building, sale, design, and management, through to coordinating the completion process and delivery. Alex joined APSA in 2012 and is currently the Honorary Legal Advisor.



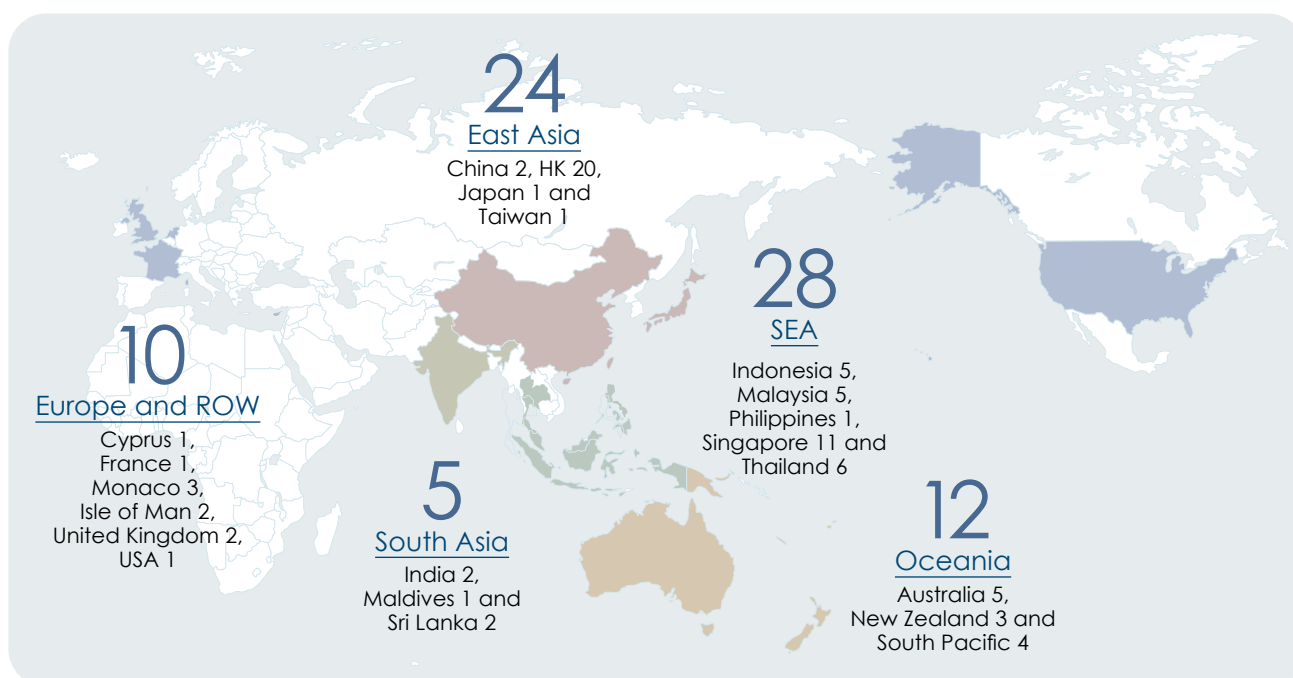
Gordon Fernandes
Committee 2021

Long term member of APSA, Gordon Fernandes joined the APSA Committee in May 2021. After working as a dive master on the famous Thai islands of Phi Phi, Gordon was instrumental in founding an agency working with superyachts in Phuket in 1997. After completing his first season he still yearned to broaden his horizons and set forth for Australia. After working and travelling for four months in Australia, he returned to work again with superyachts, where he is now. A superyacht specialist, Gordon has worked tirelessly for 24 years in bringing superyachts to the Asia-Pacific region. Well-known in the region's yachting circles, Fernandes co-founded Asia Pacific Superyachts in 2008 and remains its General Manager, overseeing its operations in Thailand and an extensive regional network of offices covering 13 countries. Gordon joined the APSA Committee in 2021.

Many thanks to the past Committee Members for their dedicated services to APSA:

Colin Dawson (Past Chairman 2011 to 2015), YP Loke (Past Honorary Secretary 2011 to 2015), Joe Yuen (Past Hon Treasurer 2011 to 2021), Jean-Jacques Lavigne (Committee 2011 to 2012), Simon Turner (Committee 2011 to 2012), Tony Goldsmith (Honorary Legal Counsel 2012-2014), Fang Yeow Heuy (Committee 2017 to 2018), Evelyn Soon (Committee 2018-2020)

Distribution of Members



14

Affiliate Associations
Asia 6, Australia 2, Europe 4, UK 1, USA 1

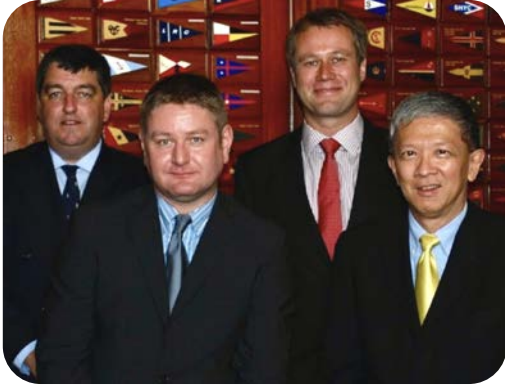
9

Official Partners
HK 2, SEA 3, Monaco 1, USA 1, UK 2

APSA had 9 new and one returning member join the Association this year. APSA is also pleased to report almost all the existing APSA members have renewed, so there is continuous growth and expansion of the APSA footprint in the Asia-Pacific Region.

SPECIAL THANKS TO OUR TOP 10 FOUNDER COMPANIES AND MEMBERS WHO ARE STILL ACTIVE APSA MEMBERS!

Nigel Beatty (Chairman) | SYL Japan
Raphael Beaudrey (Honorary Secretary) | Rosemont Trustees (Asia) Ltd
Christophe Ceard (Vice Chairman) | M/Y Saluzi/Swiss Ocean Yacht Management GMBH
Colin Dawson (Ex Chairman) | Expat Marine
YP Loke (Ex Honorary Secretary) | Spinnaker International
Aashim Mongia | West Coast Marine Yachts Services
Mike Simpson | Simpson Marine
Scott Walker | Asia Pacific Superyachts
Mark Wightman | Integrated Marine Group
Joe Yuen (Ex Treasurer) | Lodestone Yachts



FIRST 45 MEMBER COMPANIES TO JOIN APSA IN 2011

Asia Marine (Thailand)
 Asia Pacific Superyacht (Thailand)
 Asian Yacht Crew (Thailand)
 Australasian Superyacht Services (Australia)
 Az Yachts (Malaysia)
 Beyond Design (India)
 Big Blue Consulting Limited (Thailand)
 BURGESS (India)
 Camper & Nicholson's Marinas (UK)
 Captain
 Captain
 Central Yacht Limited (Hong Kong)
 CharterWorld (UK)
 Double Haven (Yacht Member)
 Electrical Marine (Thailand)
 Equator Club (Singapore)
 Evolution Yachts Worldwide (Australasia)
 Giles Marine Company (Thailand)
 Hill Dickinson (Singapore)
 Isle of Man Ship Registry (Isle of Man)
 Lodestone Yachts (Hong Kong)
 Marina at Keppel Bay (Singapore)
 Marina Matters (Spain)
 Marine Western Australia (Australia)
 Melantic Enterprise (Philippines)
 Moonblue 2 / Bodacious (Yacht Member)
 MY Saluzi / Swiss Ocean (Yacht Member/Cyprus)
 Northrop and Johnson Asia (Thailand)
 Pen Marine (Malaysia)
 Port Denarau Marina (Fiji)
 Puteri Harbour Marina (Malaysia)

Vincent Tabuteau
 Scott Walker
 Stephen Crone

 Richard Morris
 Azleeta Ismail
 Ashish Gupta
 Tork Buckley
 Roshini Pahlajani
 Nick Maris
 Chris Lawrence
 Graeme Lawrence
 Paul Brackley
 Matt Somerville-Smith
 Mark Grainger
 Damian Barrett
 Olivier Benoist
 Kevin Altera
 William Giles
 Tony Goldsmith
 Richard Welsh
 Joe Yuen
 Trevor Fong
 Oscar Siches
 Rod Twedde
 Simon Pickering
 Peter Churchhouse

 Christophe Ceard
 Simon Turner
 Shen Oh Kean
 Nigel Skeggs
 Mohd Shah Shahil

RINA Services (Singapore)
 Sevenstar Yacht Transport (Netherlands)
 Simpson Marine (Hong Kong & Asia)
 Societe Maritime Cote D'Azur (France)
 Spinnaker International (Singapore)
 Stamford Yachts PTE Limited (Singapore)
 Super Yacht Logistics (Japan)
 Superyacht Singapore Association
 Sutera Harbour Marina (Malaysia)
 Techworx (Thailand)
 The George Group/Expat Marine (Hong Kong)
 The Yacht Support Group (Indonesia)
 West Coast Marine Yacht Services (India)
 Yacht Solutions (Thailand)

Mauro Boni
 Richard Klabbbers
 Mike Simpson
 Eddie Chow
 YP Loke
 Jean-Marc Poulet
 Nigel Beatty
 Jean Jacques Lavigne
 Simon Farmer
 Daragh O'Higgins

 Colin Dawson
 Cilian Budarlaigh
 Aashim Mongia
 Gareth Twist

Joined in the first year and before 1st AGM

Integrated Marine Group (New Zealand) Mark Wightman
 Rosemont Trustees (Asia) Ltd (Hong Kong) Raphael Beaudrey



SPECIAL ANNIVERSARIES IN 2021

Along with the APSA 10th Anniversary celebrations, a number of APSA members celebrated their own special anniversaries in 2021.



50th Anniversary: Navim Group

The Navim Group has provided unique engineering and technology solutions for cruise ships and superyachts for over 50 years. By combining attention to detail, and 'Made in Italy', with the refinement of design and of technology, the company has given shape to every need, every desire, every goal: without limit. The anniversary book and YouTube video celebrate the company's contribution to advanced marine technology solutions.



10th Anniversary: Travel Cue

Celebrating a decade of delivering on travel promises, Travel Cue's customers come from the yachting, offshore and marine/shipping industries – from ship owners, ship managers to superyachts, where travel is critical within an unpredictable environment. The Travel Cue teams stretch across the planet, with bases in Australia, Germany, Greece, Hong Kong, India, Indonesia, Malaysia, Nigeria, Philippines, Singapore, Thailand, UAE, UK, USA.

21st Anniversary: Super Yacht Group Great Barrier Reef (SYGGBR)

Super Yacht Group Great Barrier Reef celebrated 21 years of promoting the world-heritage Great Barrier Reef and Cairns as one of the great superyacht cruising destinations in the world. The non-profit group was formed to meet the needs of superyachts, crews and local businesses.



10th Anniversary: Boutsen Design

This global company, founded by Daniela Boutsen and her husband Thierry Boutsen in 2011, specializes in the fine art of decoration of VIP business jets, yachts, and residences. Boutsen Design works with many of the world's leading luxury brands to perfectly match decorations with the unique style of the superyacht or jet, along with personalization of any product, from linens, leather and chinaware.



20th Anniversary: GMT Global Marine Travel



GMT is celebrating 20 years of excellence in providing specialist travel services to the marine industry. Tim Davey, Founder and Managing Director of GMT stated, "As we celebrate our 20th anniversary, we pledge to continue providing the best customer

service and travel solutions to meet the ever-changing needs of our industry. Our team of skilled travel agents understand the marine business, and we are available 24/7/365, providing the best possible customer service for our customers, anytime they need it.



The Baroque on Lamma: Host of APSA's 10th AGM

The Baroque on Lamma is a unique life-style concept that presents a yacht club, a spa-resort and residential properties within a natural setting. Still at the concept stage, the aim is to protect local bio-diversity, enhance a strong sense of place, and conserve cultural heritage through innovative design and technology; a destination for all that promotes eco-tourism and revitalises the local economy of Lamma Island. APSA appreciated the use of the company board room as venue for some of the APSA Grand Tour webinars, and APSA's 10th AGM which was a combined live and online event in May 2021.

NEW APSA MEMBERS IN 2021



1. Asia Pacific Boating (Hong Kong)

Asia-Pacific Boating (APB) is a leading source for news and features on luxury yachting, and the marine environment and conservation in the Asia-Pacific both in print and online. Asia-Pacific Boating delivers timely breaking news and in-depth feature articles to an engaged readership of yacht owners, and marine industry insiders. While continuing to feature beautiful yachts, Asia-Pacific Boating has pivoted to become a leading voice for marine conservation, with a focus on biodiversity, the marine lifestyle and tourism.

www.asia-pacificboating.com



2. Azure Yacht Crew Health (USA)

The AZURE team provides health, disability, and accident insurance for yacht crews around the world. Having signed up a slew of large yachts through the APAC region in the last six months, co-owner of Azure, Claire Murray French (who is an ex-purser on large yachts herself), reports that they have several yachts on their books ranging from 80m to 40m. "Asia is a really good market for us, and one where our global product fits really easily," says French. "Crew are able to use the insurance in every country in Asia as well as Europe and America, and even when they are in between jobs and travelling."

www.azureyachtcrewhealth.com



3. Cook Islands Yacht Squadron (CIYS)

The Cook Islands Yacht Squadron (CIYS), an incorporated society, was established in August 2006 to further the recreational and competitive sailing objective of Maritime Cook Islands, the flag state administrator of the Cook Islands register for ships and yachts. To help achieve some of these objectives, the CIYS has a close working relationship with the national yacht racing authority, and is a major sponsor of that body and the Cook Islands Kite Surfing Association. The Manureva Aquafest event is staged on the magnificent lagoon of Aitutaki.

www.cookislandsyachtsquadron.com



4. Executive Marine

Executive Marine is an accomplished marine management specialist group with international experience in providing advice and services to government, commercial and private clients. Founder and CEO, Alan Hagg says that the company's expertise covers crew and vessel management, high value construction and project commissioning, paired with knowledge in financial management, commercial, sales and resource leadership that makes them a competitive industry leader, with a reputation to match. Executive Marine places Western Australia firmly on the superyacht world stage and is backed by a wealth of knowledge and three decades' experience.



5. Global Yacht Services (Hong Kong)

Global Yacht Services, specialises in the management, registration and compliance and consultation for bespoke projects for any sized yachts. Founded in 2020 Global Yacht Services is a company of 'doers' according to Managing Director Brian Tse. "There is no job is too big or too small, and our sole focus is to help owners enjoy the pleasures of yachting in a legal, safe and efficient manner." The company's scope of services includes: Accounting Crew Management, Yacht Registration and Compliance Technical Management, Trip Planning, Yacht Agency, Consultation for bespoke projects, etc



6. LJ Fiduciary (Isle of Man)

LJ Fiduciary is part of the Family Office Services division of the Alvarium Group of Companies. The company is a fully licensed and regulated Trust and Corporate Services Provider with a proud history of providing market-leading trust and fiduciary solutions to private clients, HNWI, entrepreneurs, family offices and their enterprises. We offer a wide range of yachting services; each bespoke and tailored to the client's individual requirements. Our team have extensive experience in structuring and administering all the necessary requirements associated with yacht ownership whilst ensuring compliance with all legal and regulatory requirements.

www.ljfiduciary.com



7. Marevisio (China)

Marevisio was founded by Godfrey Zwycart, in 2018 and established in the Hainan Free Trade Zone in 2020. Zwycart is a former Navy Officer and megayacht Captain, with a profound understanding of Chinese culture and society. Marevisio focuses on design and development of high-class international yacht marinas in Asia, superyachts management and supervision, as well as staff and crew training for superyachts. The company also offers unique custom-tailored courses to enhance the quality of services on superyachts (technical, service, etiquette, wine & spirits, etc)
www.marevisio.com



9. Superyachts 153°

Superyachts 153° was established in response to the growing demand for yacht support to serve vessels arriving in beautiful Australia. To meet an elite level of service, the founders Corina Wilson and Dave Saul have chosen a skilled team from representatives that have served on some of the world's largest and most exclusive yachts. Superyachts 153° service is as consistent as it is individual, guaranteeing timely responses and intelligent solutions by a team that is available 24/7 to cover all needs during visits on-shore and on-board. Detail is everything, and the team are here to plan every aspect of the visit, from the necessary to the wonderful.
www.superyachts153.com



10. Returning Member Sevenstar Yacht Transport

Jan Maarten Boissevain, Sales Director of Sevenstar Yacht Transport, is one of APSA's founding members and the company strongly believes that there is a need to keep informing clients about the world's fantastic cruising grounds now and in the future. APSA's recent Grand Tour Webinar Series, with its up to date and relevant information on the whole Asia-Pacific region, and APSA's new marketing initiatives have played a role in the company's decision to renew their membership. Sevenstar's local offices have qualified staff who are both able to handle any global shipping requests, as well as inform clients about what is and what is not possible under local COVID-19 regulations. They can also assist with finding local solutions, for instance for delivering yachts to ports of loading or discharge.
www.sevenstar-yacht-transport.com



Administrators of the Cook Islands Ships Registry

8. Maritime Cook Islands (Cook Islands)

Maritime Cook Islands (MCI) is the Cook Islands Register for Ships and Yachts that performs the Flag State functions on behalf of the Cook Islands Government. MCI operates directly from the Cook Islands and can provide services and assistance to its clients anywhere in the world through an extensive network of Deputy Registrars and approved surveyors. The Administration provides electronic services in yacht registration – Commercial, Private, and Dual (Private/Commercial); Survey and Certification, Seafarer training and certification, including a fast and effective endorsement procedure for crew. MCI's state-of-the-art IT platform (Upvise) has been customised to meet the vessel registration and crew certification requirements. There is an online application process accessible from the MCI website.
www.maritimcookislands.com



Hong Kong Boating Industry Association
 香港遊艇業總會



APSA NEW AFFILIATED ASSOCIATIONS

As part of the 10th Anniversary celebrations, APSA reached out to regional boating industry associations to formalise stronger partnerships and networking opportunities. APSA's Affiliate Associations Partnerships have been expanded to include the Hong Kong Boating industry Association (HKBIA), Indian Marine Federation, the Association of Marine Industries of Malaysia (AMIM), Singapore Boating Industry Association (SBIA), and the Thai Yachting Business Association (TYBA). APSA is also pleased to announce the recent partnership with the US Superyacht Association (USSA) and the Water Revolutions Foundation. APSA is looking forward to working closely with these regional, national and environmental bodies in order to grow the superyacht sector in a sustainable way, and to encourage superyacht cruising in the Asia-Pacific region.

BROKERAGE AND CHARTER

APSA Members have reported strong brokerage sales in the last 12 months, with some reporting all-time highs. Sanlorenzo reports a 'Running Hot' Global Order Book, and Burgess reported a record-breaking year selling superyachts with a combined value of over

€2bn in 2021. Fraser has revealed that sales of pre-owned and new-build yachts 24m and above were up 132% on a 12-year average. Northrop & Johnson sold 141 yachts, making 2021 the strongest ever year with the highest ever average transaction values.

SIMPSON MARINE: Record-Breaking Year

Asia's leading yacht sales and services company proudly reports a successful year of business in 2021 – its best to date. A record breaking 135 new and pre-owned yachts were sold in 2021, representing an increase of 20% compared to 2020. Despite 2020 and 2021 being challenging years for many businesses, the yachting industry has seen unprecedented growth. Boating came to be seen as an escape from the disruptions of Covid-19 travel and social restrictions. "Simpson Marine's mission has always been to bring people closer to the ocean and help them enjoy the freedom of life at sea. It is therefore heartening to see many first-time boat owners being welcomed into the yachting fold during 2020 and 2021," says Mike Simpson, Founder and Managing Director of Simpson Marine. Hong Kong, Asia's largest yachting centre, has proved the busiest market with the marinas remaining open and yachting activity mostly unaffected.

The company has seen substantial growth in all business activities including new yacht sales, brokerage, yacht charter, yacht management and services. Sanlorenzo, Italy's leading shipyard, was particularly successful in 2021 with a significant number of yachts delivered across Asia including some of the yard's



iconic models such as the Alloy, SX112, SX102A, SL96A and SD96 amongst others. Many more yachts are already scheduled for delivery in 2022, including examples of the new SD118, which saw two units sold immediately after her world premiere in 2021. A significant achievement is the largest Sanlorenzo sold into Asia to date – a 52 Steel that is due to launch in summer 2022.

Bluegame, a Sanlorenzo Group brand, attracted a lot of interest in Hong Kong and elsewhere in Asia, following the arrival of the first BGX70 into Hong Kong in November 2020. Since then the fleet has expanded with the arrival of the first BG42s and a BG62. The Simpson Yacht Care and Yacht Management divisions have welcomed several new yachts into the fleet with the Hong Kong Yacht Management office alone welcoming

eight new Sanlorenzo yachts in 2021 under the Yacht Management scheme. The Simpson Yacht Care division, originally created for absentee boat owners in Thailand and progressively expanded into Malaysia, Indonesia and Singapore, has never been busier with a total of 50 yachts under their care by the end of 2021.

Simpson Marine is set to start the new year with a solid order book. Having been based in Asia for nearly four decades, Simpson Marine is dedicated, now more than ever, to helping boat owners create their own memorable moments at sea. Likewise, the company continues with its long term dedication to the health and sustainability of the oceans by supporting many regional and local ocean protection and marine restoration initiatives.

BURGESS: 20th superyacht brokered by Burgess' Asia

In 2021 Burgess announced the sale of LIND in an in-house deal with Mark Woodmansey and Eleonora Pitasso representing the seller, bringing the total of yachts brokered by Burgess in Asia to five in 2021. In addition to M/Y Lind, Burgess in Asia has closed on four other yachts for Asian clients since the beginning of this year including 44.2m Feadship M/Y Moon Sand, 46.7m Heesen M/Y Book Ends, 65.7m Amels M/Y Ventum Maris, and a 70m+ confidential deal. The 20 yacht sales brokered since 2015 comprise some of the largest transactions globally including 85m Lurssen M/Y Areti purchased in 2019. "This is obviously a nice milestone for our Asia team," said Jean-Marc Poulet, Chairman of Burgess Asia. "Being able to giving our clients the best possible advice on the market and get them the best possible deal, be they buyers or sellers, is our reward for passion, team spirit, expertise and hard work." Burgess's 20-strong Asia team is spread over five offices (Hong Kong, Singapore, Tokyo, Phuket, and Mumbai) and its Asia Desk in Monaco.



FRASER ASIA: All Time High for Fraser

An update from Raphael Sauleau, Fraser CEO, has revealed that sales of pre-owned and new-build yachts 24m and above were up 132% on the 12-year average. Said Sauleau, "As we start 2022, we are buoyed by last year's activity, which surpassed all expectations industry-wide." Fraser brokers closed over 100 sales worldwide in 2021, with over 40% of buyers coming to the sector for the first time. Silentworld (40m) was recently sold by Fraser Australia brokers Peter Redford and Eugenio Cannarsa, representing the seller, with Adam Blackmore from Fraser Hong Kong representing the buyer. Blackmore said, "It was a great pleasure to work closely with the clients to search and acquire their first yacht. I can't wait to see the yacht cruising the waters around Hong Kong before exploring the Philippines and Indonesia."

NORTHROP & JOHNSON ASIA/LEE MARINE: Thailand Superyacht Scene

The 'Phuket Open Boat', organized by Northrop & Johnson, in 2021 presented a line-up of 17 luxury yachts for inspection at the Phuket Yacht Haven Marina. Yachts on display included the magnificent 34m Moonen motor yacht Xanadu of London, managed for sale and charter by Northrop & Johnson; and a number of Lee Marine's sales listings. Phuket's luxury yacht and tourism industry professionals were invited to inspect the yachts, and Josh Lee, Founder and MD of Lee Marine and Northrop & Johnson said



"The event was a success, and we believe in taking the initiative and staying active and busy. I am also pleased with the great effort of everyone involved." The superyacht, Xanadu of London has just finalised a two-year, multi-million-dollar refit. The Captain Mark Wilkinson exclaimed, "I was so proud showing her in the event. I don't think photos do her enough justice, you need to be onboard to appreciate her in all her glory - she looks like a new yacht."



YACHTZOO: M/Y Indigo & M/Y Silent World II in Japan

YACHTZOO JAPAN is the central agent for M/Y INDIGO, the 106 ft expedition yacht built by CBI Navi in 1998. The superyacht is a proven world cruising motor yacht with several global circumnavigations to her credit, as well as two transits of the Northwest Passage; all in supreme luxury on board this voluminous steel hulled expedition yacht. The yacht features three generous staterooms, with the master stateroom full beam in the centre of the yacht. Additionally, room for six crew if needed and an extensive galley and country kitchen. In 2020 the yacht was at Gold Coast City Marina and Shipyard (GCCM) in Queensland, Australia, for extensive upgrades; she is now reported to be "in the best shape in the last 15 years".

YACHTZOO JAPAN also sold SILENT WORLD II the 120ft / 36.5m Christensen in October, representing both the seller and the buyer. With three large stateroom and 6 crew berths, Silent World II had been in Japan with her Japanese owner for the last 6 years and after the sale was completed, she headed out of Japan to go to the shipyard for refit and upgrades and will be staying and cruising in the Asia Pacific region with her new owners.

37 SOUTH: Superyacht Charter in New Zealand

The charter fleet of 37 South continues to grow, and once borders are open these yacht charter opportunities will be snapped up. One of the largest, and arguably finest, yachts to be delivered from the renowned Italian yard of Benetti is the 60m M/Y MiMi (previously Andreas L). This sought-after yacht comes with an enviable charter reputation. The boutique heritage yacht Sea Breeze III, also offers luxury charters throughout New Zealand and Fiji. For those looking for something different to the standard charter, the 22m sailing catamaran Diana is available this summer in New Zealand, and in Tahiti in 2022. For adventurous charters there is 'The Beast' a vast 39.2m motor catamaran, with 4000 square feet of living space, explorer influences in its design and a 15m industrial-style aft deck that is now home to its fishing tender Baby Beast along with various water craft including an amphibious vessel.

Another explorer yacht, M/Y Dardanella, can take guests to some of the most remote and inaccessible locations on earth. Currently situated in French Polynesia, Dardanella is taking charter bookings for 2022.



SAIL LANKA: Yachting Initiatives in South Asia



Sail Lanka Yachting Group held the first ever 'Virtual Boat Show Sri Lanka' in 2021, Organized by The Boat Building Technology Improvement Institute Lanka (GTE) Ltd (BTI) and Sri Lanka Export Development Board (EDB), in association with the Ministry of Trade in Sri Lanka, took place in October 2021. The five-day event showcased the country's capabilities in recreational boating and yachting, marine tourism, boat building and related services for export and local markets. Another highlight was the arrival of M/Y Kalizma, (previously owned by the famous film stars Richard Burton and Elizabeth Taylor) at the new Colombo City Marina. It is the first superyacht to berth at the Colombo City Marina, which is managed by the Sail Lanka Yachting Group (SLYG). Chairman Pierre Pringiers said, "the 145' Kalizma, recently arrived from the Maldives, marks a milestone in the development of Colombo as a superyacht destination. To see this historic vessel berthed in the marina is the fulfilment of a dream for me, and is a fitting tribute to our staff who have handled the logistic and administrative details required."

SHIPYARDS, MARINAS, REFIT AND REPAIR

Shipyards and marinas are making the news in the Asia-Pacific region: more yachts on the water means more facilities and services are needed. In Hong Kong there a new marina, the Lantau Yacht Club which can accommodate superyachts up to 100m. The Gold Coast City Marina and Shipyard (GCCM) in Queensland, Australia has recently been expanded and upgraded, along with

Brisbane's Rivergate Marina and Shipyard which is also expanding to the tune of \$200m, and will include Australia's first Trade Centre of Excellence for marine industry training. Proof positive that the Asia-Pacific region is ready and able to cater for a new generation of superyachts heading this way.

AZIMUT | BENETTI: Benetti Top Ranking

With a record number of 128 projects totalling 4,061m in length, Azimut | Benetti leads the Global Order Book: the annual ranking drawn up by Boat International confirms its position as the world's top builder of yachts over 24m in length. Azimut | Benetti ranked first out of 186 shipyards on five continents, accounting for 12.5% of the total number of projects, which is a significant percentage in such a fragmented market. Highlights presented by the Group include an order book currently totalling €1.5 billion, and the value of production for the current season is also forecast to exceed €1 billion - a 20% rise on the previous year (2020/2021).

"Our Group owes its long-standing leadership to the ability to build highly innovative yachts that are greatly appreciated by the market and cover the typically Italian size range of up to 50 metres," said Azimut | Benetti Vice President Giovanna Vitelli. "This important segment is also joined by numerous larger steel and aluminium superyacht projects, traditionally the preserve of northern European shipyards. We are the leading player today, and have been for over 20 years, because we are the only Group in the world to cover both these size ranges with models of undisputed success, a client-centric approach and high build quality."

The Group's strategy is based on the following key factors: a highly diversified range of models, unfailingly innovative designs, and state-of-the-art solutions. "Our success stems from close alignment between the vision and new product development insights of the entrepreneur on the one hand, and the absolute

professionalism of the management team on the other, establishing an understanding that makes us a very solid company. In this way, we have successfully maintained our leadership in both good times for the market as well as in more difficult ones," says Vitelli.

The company's corporate mission is to focus on product innovation; in the last 15 years, the Group has concentrated on issues that protect the sea, working profitably to find solutions that reduce environmental impact in both the short and long term. The most recent examples are the 108m gigayacht Luminosity, the world's largest hybrid

yacht, which has a range of over ten nautical miles in fully electric mode. And then there's the steel superyacht B.Yond (37m), which is fitted with the E-MODE HYBRID system. Developed on an exclusive basis in conjunction with Siemens Energy, the propulsion system of B.Yond significantly reduces emissions (up to 70% NOx and up to 20% CO2), by using (inter alia) urea-based Selective Catalytic Reduction (SCR) filters on the main engines, like those installed in cars. When launched in the first half of 2022, this yacht will be the greenest in her segment. The shipyard is now ready to transfer the solutions introduced on the gigayachts to smaller units as well.



OCEA YACHT: New Yacht Under Construction



The OCEA shipyard in Les Sables d'Olonne has taken an order for a new superyacht. Construction has just begun on the 32.70m vessel, which is the tenth motor yacht built by Ocea. Like all those that came before, it is completely custom built. The yacht fully meets the owner's expectations in terms of equipment and space configuration, while relying on a time-tested design and proven solutions. In the spirit of all Ocea yachts, this aluminium ocean-going yacht will also be capable of circumnavigations in optimal comfort and safety along

with the latest environmental standards. Reducing the boat's environmental footprint, in particular its greenhouse gas emissions, was the guiding principle behind the entire design. As a result, this will be the first Ocea yacht with engines that meet IMO Tier III emission standards, allowing it to sail in Emission Control Areas as defined by the International Maritime Organization. The yacht will also be equipped with the latest generation of batteries to keep the main on-board comfort features running at night without the need for generators.

KINGSHIP MARINE: Fast Super Cats

Building fast and efficient big multihulls is nothing new, but applying the principles to building superyachts is. Kingship Marine has a good idea waiting to be put into practice: to use their established leadership in boatbuilding to build a power catamaran that can truly be termed a 'superyacht'.

A typical 40m monohull superyacht cruises at 20+ kts and has a top sprint speed of 25kts. The numbers are so much better for a catamaran: Kingship Marine is exceptionally skilled at producing high quality aluminium superyachts, and the proposed KingCat 40 boasts two 1300hp MTU engines driving waterjets that will power this 130ft catamaran up to a top speed of 30kts - and cruising speed is the same. For an average 4-hour day cruise, this means that passage speed is almost doubled; time at destination is doubled; transit time, power, and fuel consumption are halved. To cruise Asia involves real mileage, and for that you need speed and efficiency.



**Camper & Nicholson Marinas:
Zara Tremlett at Port Louis Marina**

There's a new face at Camper & Nicholson's Port Louis Marina in Grenada. Zara Tremlett, (previously Phuket Yacht Haven) has taken the helm as Marina Manager, and recently welcomed the ARC+ fleet of yachts that sailed from Cape Verde to Grenada. "This is the first time that ARC+ has come to Grenada," said Tremlett, "and we are delighted that everyone on the island has pulled together as an extraordinary team to make this the best for the participants who all truly deserve a very warm welcome to our special Caribbean Island. It was not an easy run across the Atlantic, with light airs haunting the rhumb line route, requiring the navigators to sail further south than ever before in search of the trade winds. But the adrenaline of making landfall, and the excitement of such a warm welcome provided a fitting end to their voyage." Camper & Nicholson's Port Louis Marina is located in the lagoon just outside St. George's, the island's capital, and offers 227 berths for yachts up to 300 feet.

INCREASED CAPACITY AT GOLD COAST CITY MARINA & SHIPYARD (GGMC)

While the year began on a tentative foot, GCCM quickly snapped to attention. Welcoming M/Y Lady Christine (68m) in March, the GCCM crew quickly went to work preparing for the largest on-water refit to take place in Australia. Since previously completing the simultaneous on-water refits of M/Y SuRi and M/Y Dragonfly in 2020, GCCM welcomed the challenge that M/Y Lady Christine brought to the yard. The encapsulation of the 68m vessel took a full 13 days to complete, and utilised over 100 tonnes of scaffolding, in the process setting a record for the largest encapsulation in Australia.

While M/Y Lady Christine underwent her extensive six-month refit, the GCCM ASCOM mobile boat hoist was undergoing an upgrade. Complementing the current on-water service berths for vessels up to 75-metres, the Italian-built lift has been upgraded to accommodate vessels up to 300 tonnes, while still offering the widest boat lift on the Gold Coast to better assist larger beam vessels and catamarans. M/Y Oceana (55m) was the first vessel to officially take advantage of the added haul out capacity. This historic lift, itself weighing in at nearly 290 tonnes, and

55m in length, has now set the bar for future refit, repair, and maintenance opportunities on the Gold Coast. The Gold Coast yachting industry is currently flourishing, with facilities and infrastructure rapidly expanding to meet a remarkable increase in demand from domestic and international yachts. GCCM continues to forge ahead with plans for their Stage 2 facility; the ground-breaking new facilities will include a 1400-tonne capacity lift and state of the art undercover refit, repair, and refinishing factories.





RIVERGATE SHIPYARD AND MARINA: Rivergate's Future Plans

Rivergate Marina and Shipyard Director Tom Hill said plans for a \$200 million expansion of the Brisbane River facility included Australia's first Trade Centre of Excellence for marine industry training. "Our region is already well known around the world for our highly skilled workforce and top-quality service standards," Mr Hill said. "We are now planning to build on that reputation by making Rivergate a global incubator for innovation and excellence in more than 25 marine-related trades and professions," he said. "This will include collaborating closely with groups such as TAFE Queensland to ensure we are teaching the right skills and keeping Australia at the forefront of global advancements. Hill paid tribute to the State Government's incredible effort to secure the 2032 Olympic Games, and declared the marine industry was ready to play its part in ensuring Brisbane made the most of the opportunity which is expected to contribute close to \$1 billion to the Queensland economy.

NABS ENGINEERING: Singapore Engineering Services

Scott Walker founded NABS Engineering in 1995, specialising in shore-based engineering and procuring provisions for yachts. NABS Engineering has expanded over the years and promotes reliable, green, socially conscious, and cost-effective products and services. Having built up a reputation for reliability, the NABS Engineering team strives to grow their business with the same quality, integrity, and honesty that goes into the craftsmanship of all their products and services. Their strategic location has allowed the company to expand its area of operations and effectively service the whole of Southeast Asia. Their brands include HEM (Hydro Electrique Marine), and Atlas Marine Systems. NABS Engineering has recently moved to a 2,500 ft fully equipped workshop facility in Singapore which is now its home base for all operations.



CLEARVAC ENGINEERING ASIA: Thailand Technical Team

Rob (Doc) Taylor and his team at Clearvac Engineering Asia in Phuket, Thailand, provide a number of specialist marine engineering services that include Air Hygiene services for any number of ventilation systems, fresh water pipework de-scaling, black water services, and grey water services. An exclusive partnership with Vikand technology enables the company to offer their clients green, FDA-approved air purification services, along with general marine engineering services for main engines and generators, anodes, plumbing and pipework, trim tabs, valves, steering and rudders, shaft and propeller works, stabilisers, pumps, fans, air compressors, anchor systems, fuel tank and fuel system repairs, cranes and davits, hydraulics, welding and fabrication, outboard engines, jet skis, haul outs and project management. Carrying out these services are crucial to ensuring the systems are compliant with current Health & Safety, Industry Standard, Insurance Guidance and Regulations, keeping any air supplied to an occupied area to a compliant standard.

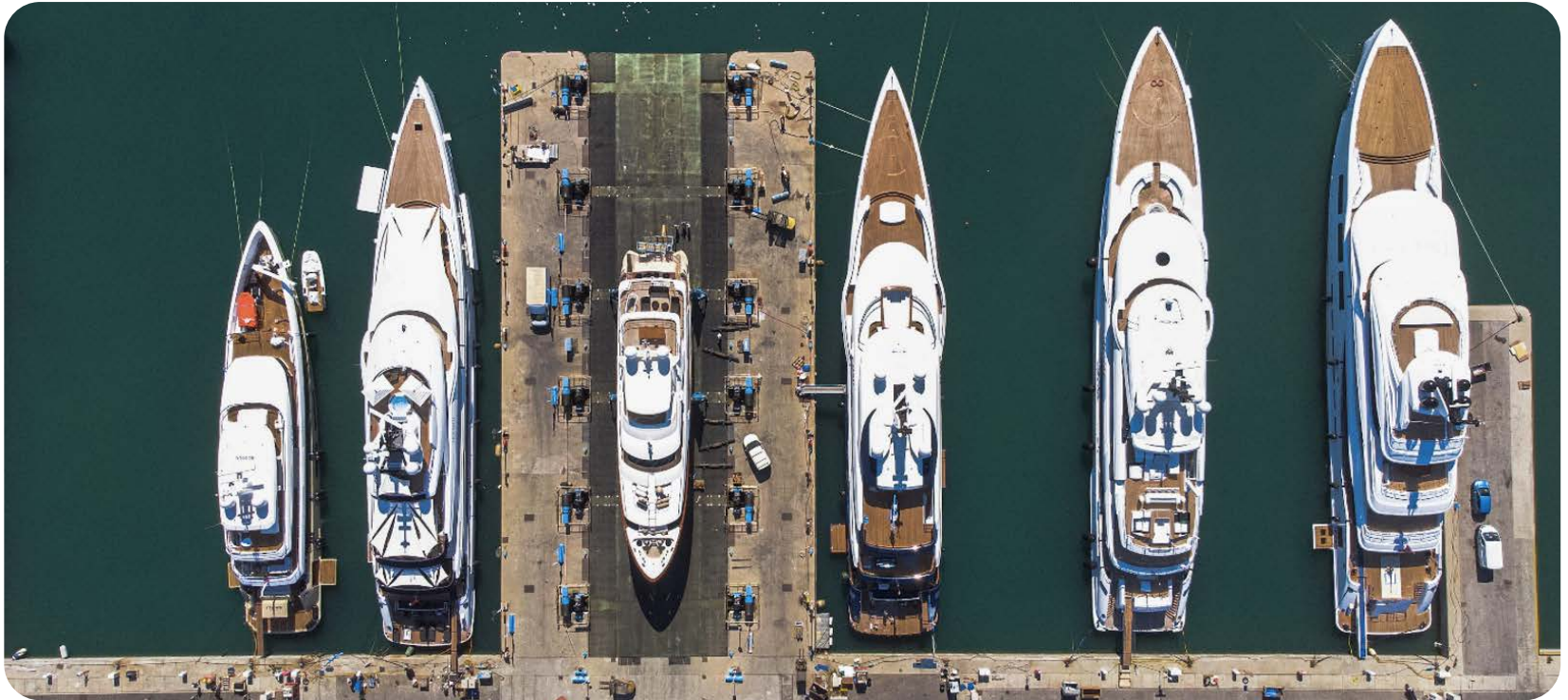


Lantau Yacht Club: Update

Lantau Yacht Club (LYC) is delighted to welcome the Feadship Silentworld (51m), which is the largest member yacht to date. It has been a challenging yet eventful year, with LYC receiving its Five Gold Anchors marina accreditation from the Marina Industries Association, for its exceptional facilities and remarkable services. LYC was also the first marina to launch the first-ever 'yachtcation' package in Hong Kong, drawing a lot of interest from the yachting community, and received commendations from many yacht aficionados who came to try out the state-of-the-art facilities.

LYC is a hip and exclusive venue for industry and private events – such as the Ferretti Group Breakfast Reception in April, Princess Yachts Experience in May, Prestige Exclusive Day, and Asia Yachting Brokerage Show in November. LYC is looking forward to hosting more industry events in 2022: one already marked on our calendar is the Hong Kong Yacht Show organised by the Hong Kong Boating Industry Association, but the date is yet to be confirmed.





NAVIM GROUP: Yacht Lab Design

Style is something Navim Group is passionate about, and luxury is something that they craft with technology. Navim Group has been designing and manufacturing marine equipment for luxury giga and megayachts since 1990.

In 2011, due to the expansion of the market, Tecimpianti, a Navim Group company, inaugurated its own Yacht Lab, strategically located in Livorno. The division was created specifically to

design equipment for mega and giga yachts and to follow the luxury segment in depth.

All Navim Group equipment is developed with a forward-thinking approach and crafted with keen attention to detail. Some of the company's most recent jobs include important supplies for superyachts being built at the Benetti Shipyard in Livorno. Navim Group products for megayachts include the

following: movable bulwarks, marina and transom platforms, handling systems, davits and boat cranes, ladders and ramps, doors and hatches, and balconies. Navalimpianti Singapore Pte Ltd is a wholly owned subsidiary of Navim Group and provides spares and technical assistance in the Asia-Pacific region, assisting owners with a wide range of services, including (but not limited to) fabrication, overhaul, repair and troubleshooting of equipment on board.

MECTRA SYNERGY: Mectra Synergy Expands its Range

Mectra Synergy (M) Sdn Bhd provides engineering services and marine solutions from branches and service centres located in Tok Bali Kelantan, Langkawi Kedah, Sandakan Sabah, and Petaling Jaya Selangor, in Malaysia. They are the exclusive agents for Northern Lights, Fukuda Technicold, Xylem Applied Water Systems, and Durmax Marine. Agents of ZF Sales and Service, the company has also undergone training courses conducted by Pansar Sdn Bhd to ensure their technical team is equipped with fully up-to-date knowledge and is 100% knowledgeable of the Yanmar products they represent. If there are orders for any of these brands, the price is duty and tax free, which makes for competitive pricing, with inventories in stock at the Langkawi branch making for fast delivery times. Mectra Synergy can also assist with the installation and commissioning of large equipment and can assist with maintenance or servicing jobs for large and small pleasure vessels.



LABUAN SHIPYARD & ENGINEERING SDN BHD: Refit and Repairs in Borneo

Labuan Shipyard & Engineering Sdn. Bhd. (LSE) is a subsidiary of Radimax Group Sdn. Bhd. and part of Sapura Energy Berhad's group. LSE's main operations are located on a 60-acre fabrication shipyard on the Federal Territory of Labuan, Malaysia. Established in 1972, the shipyard continues to enjoy many advantages from its strategic position on the island, located in Borneo on the west coast of Sabah. LSE has deep water access and is sheltered from monsoons. The zero-duty tax on the duty-free island allows the shipyard to offer a range of integrated and comprehensive refit and repair services.



APSA MEMBER UPDATES

HFW: Yachting Industry Briefing



International law firm, HFW, have published a further edition of their popular industry briefing, noting that the yachting industry continues to boom on all fronts and that the volume of new building contracts, design contracts and sale and purchase transactions handled by the HFW yacht team shows no sign of abatement.

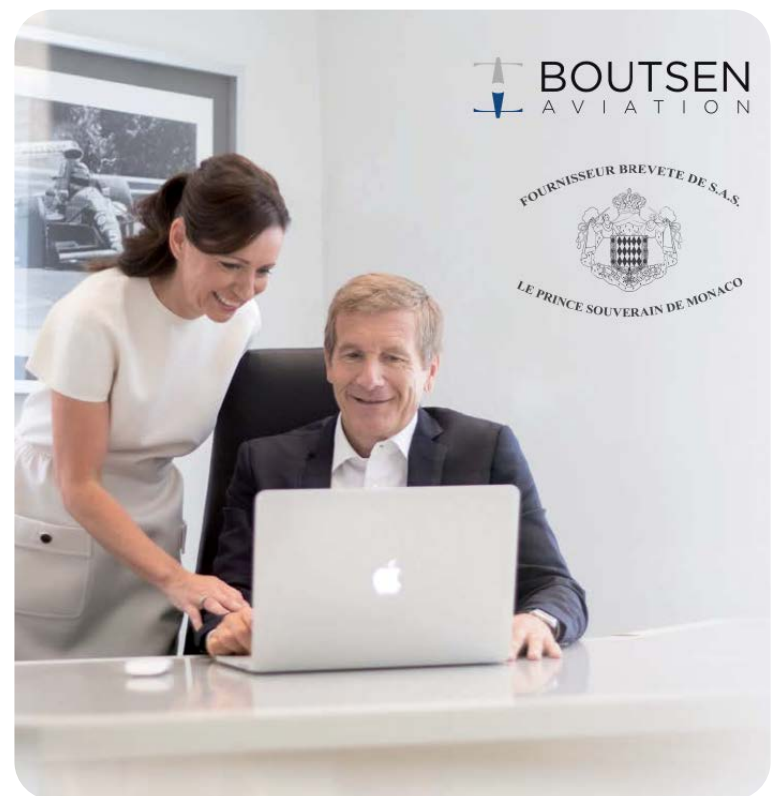
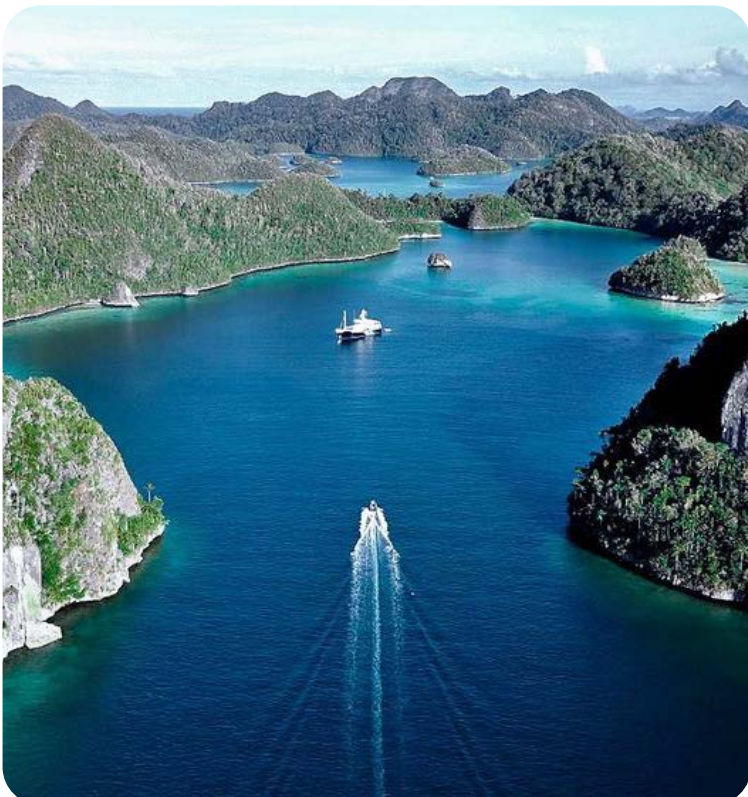
HFW have been involved in a significant proportion of the largest new building and sale and purchase projects to come to market in 2021 and, though there are concerns in some quarters as to the sustainability of the current market, for now at least it remains all hands-on-deck to service demand. As a firm, HFW is seriously committed to environmental, social and governance (ESG) matters, and proud to announce that since the last edition of Comprehensively Yachts the firm has launched their 'Sustainability

Initiative' which is active across all the firm's core sectors and which saw representatives of the firm attend COP 26 and the International Chamber of Shipping led event, 'Shaping the Future of Shipping' in Glasgow.

The firm also provides legal services in support of a number of cutting-edge alternative propulsion and sustainable yachting projects. HFW's recently released yachting industry briefing, Comprehensively Yachts, discusses the emerging interest in hydrogen fuelled yachts, recent health, and safety prosecutions in the UK to affect yachting, and the EU's recent decision to end the punitive duty currently levied on US-built yachts entering the EU, and cyber security. *To download the full briefing, here* www.hfw.com/downloads/003612-HFW-Comprehensively-Yachts-Dec-21.pdf

CATALINO SHIPPING SERVICES: Bali and Indonesia Slowly Opening Up

Catalano Shipping Services (CSS) Indonesia are reporting a rebound in inbound vessels as Indonesia re-opens their visa system, airports and ports. "We wrote a full Quarantine on Board program and took it to the Board of Tourism and they loved it," says CSS MD Richard Loffhouse "It took on a life of its own and has been seen all the way to the top and greeted with enthusiasm as a key step forward. We always believed marine tourism was the future and, it seems, so do they." The big news is that guests can now quarantine in Bali as opposed to Jakarta with domestic - and soon international - routes re-opening. The quarantine period of eight days remains one of the most attractive around. However, CSS are piloting an even better solution for yachts. The Quarantine on Board program is yet to be green-lighted but it makes provision for guests and owners to land and go directly to the boat and complete their quarantine period there. For a vast destination like Indonesia, this would be a real bonus should it go ahead.



BOUTSEN DESIGN: Made to Measure Solutions

Boutsen Design was founded by Daniela Boutsen and her husband Thierry Boutsen in 2011 and specializes in interior decoration of VIP business jets, yachts, and residences. "We provide an exceptional level of service to meet the particular needs of discerning buyers, including made-to-measure delivery solutions with meticulous on-board handover and exclusive packaging. Our added value also includes our practical and user friendly after-sales-assistance focused on crew training to ensure maintenance of the products and inventory," says Boutsen. Boutsen Design has grown exponentially over the years with a showroom situated at 40 rue Grimaldi, which is just a stone's throw from Monaco harbour; a Concept Store at the General Aviation Terminal at Nice Airport, where luxury gifts and decorations can be purchased and last year created new mono brand shop Armani Casa for Port Monaco at Cala del Forte in Ventimiglia, Italy. Boutsen Design is also the exclusive distributor worldwide for Bvlgari products including luxury toiletries for superyacht and private aviation.

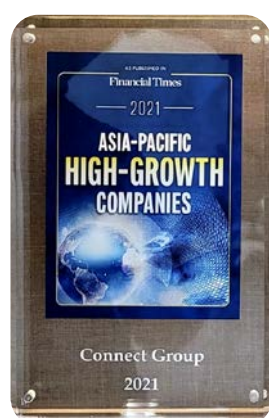


Japan Loosens Regulations for Visiting Superyachts

SYL JAPAN announces the Japanese Government's overhaul of superyacht regulations for foreign superyachts visiting. Broadly the rules have been entirely overhauled for foreign registered superyachts. After completing initial clearances into Japan, Superyachts will be immediately invited to apply for and receive a "Naikosen" a kind of cruising permit that will allow them to essentially operate as a domestic Japanese vessel with no clearances or notifications needed to cruise from place to place within Japan (previously superyachts had to complete full customs, immigration, and other clearance declarations for every movement while in Japanese waters). There is no time limit for a Superyacht stay and cruise in Japan. Superyacht crew will be issued with a Multiple Landing Permit (usually known as a "Crew Pass") as needed and for as long as the yacht is in Japan and will only expire when the crew member leaves Japan either by flight or on the superyacht (previously under commercial ship rules The Crew Pass was 14 days). Superyacht crews of a nationality that are eligible can still receive a 90 day "tourist visa waiver" for Japan which gives them additional options to travel in Japan while not on the superyacht.

TRAVEL CUE: High Growth Ranking

Travel Cue's holding company, Connect Group, was recognized in the 2021 Financial Times ranking as one of the High Growth Companies Asia-Pacific, earning a position in the exclusive ranking amongst the top 500 companies within the region. A joint initiative by the Financial Times, Nikkei Asia and the data company Statista, the High Growth Companies Asia-Pacific ranking is based on the compound annual growth rate in revenue (CAGR) between 2016 and 2019, covering thousands of companies across 13 countries. With people and technology at the core of our business offering, Travel Cue will continuously drive optimised solutions and delivery to all our customers. This ranking is proof of Connect Group's growth and resilience over the years, especially in recent unprecedented times. Travel Cue's holding company, Connect Group has also been named one of Singapore's Fastest Growing Companies 2022 for the second year in a row. The Straits Times and Germany-based global research firm Statistica based this ranking on companies with an exceptional revenue growth between 2017 and 2020.



Asia Pacific Superyachts: New Private Jet Terminal

A Five-Star fully integrated "Private Jet Terminal" in Phuket, attracting high end superyacht visitors and tourists worldwide, was announced at a Grand Opening ceremony in December, 2021 by Siam Land Flying. The facility, to be fully operational in the early part of 2022, aims to drive Thai tourism and attract more superyachts to the worldwide dream destination and 'Asia Pacific Superyacht Hub' of Phuket, Thailand. Private jets have become an alternative in the new normal tourism, minimizing contact from the airport's congestion and during flights. The opening of this private terminal will increase confidence among tourists who travel by private jets, including superyacht owners. The end-to-end services at the terminal meet the international standards for safety and security but at the same time are faster and more convenient.



CAYMAN ISLANDS SHIPPING REGISTRY: A New Digital Age

Embracing a new strategic direction for one of the core functions of its business, the Cayman Islands Shipping Registry (Cayman Registry) is now making electronic statutory certificates available to its ships and clients. Lead Surveyor Godfrey Johnson has been at the forefront of the Cayman Registry's drive to make the transition to electronic certificates that meet the high security standards demanded by the International Maritime Organization (IMO). Working closely with software partners PDMS, Cayman Registry can now offer their clients a full suite of statutory certificates that meet the demanding standards of IMO's Guidelines for the Use of Electronic Certificates (FAL.5/CIRC.39/Rev. 2). To securely prove the integrity of the digital signatures applied to all electronic certificates, a "trusted identity", hosted and validated under the latest European and industry standard, eIDAS, is incorporated in every electronic certificate issued. Verification of every electronic document issued by the Cayman Registry will be available at all times via the online verification portal. Client outreach has shown a keen interest to move to digital, especially during the COVID-19 pandemic when logistical challenges were exacerbated by lockdowns across the globe. The roll out will be global across all the Cayman Registry's clients.



APSA QUIZ

Crossword Puzzles have been a regular feature of the Telegraph, but with the online edition it was decided to have a quiz instead. Hope you enjoy the challenge and the answers can be found at the bottom of the page.

1. Which superyacht currently based in Asia was the first to feature azipod technology?



2. What is the name given to a sailor who has crossed the equator by sea and has been initiation into the court of King Neptune?



3. Which of the Spice Islands was famous for being the world's sole source of nutmeg?

4. Richard Burton bought this classic superyacht for Elizabeth Taylor, what is its name?



5. The English Channel is the busiest shipping channel in the world, and the second busiest in the Asia Pacific. Name it.



6. The Horizontal Falls or 'horries' may be the ultimate white-water boat ride. Where in Australia are they located?

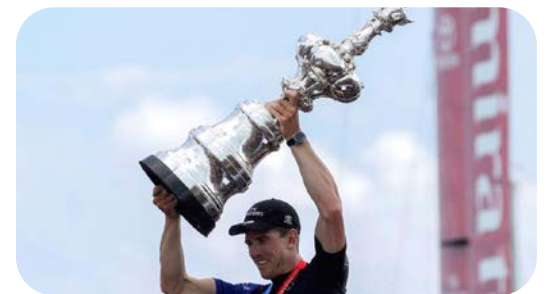
7. Which country is closest to the recent volcanic eruption in the South Pacific?



8. What is the Gross Tonnage (GT) threshold for the application of the SOLAS Convention, meaning stricter requirements on machinery, safety systems, materials of construction, fire protection, life-saving appliances, and navigational equipment?

9. The first man to sail solo and non-stop around the globe was?

10. How many times has New Zealand won the America's Cup?



APSA HIGHLIGHTS FROM 2021

APSA Grand Tour 2021 Series:

A series of five webinars covering Oceania, East Asia, SE Asia, South Pacific, and South Asia. 20 expert presenters gave talks on the Association and the Asia-Pacific cruising grounds. An audience of 500+ superyacht professionals and superyacht community members signed up for these presentations. The hour-long presentations and 26 short YouTube clips are now on the APSA website.

APSA Monthly Newsletters and EDMs

The monthly newsletter became twice-monthly, thereby doubling the output and expanding the content, with over 180 newsletter stories sent out over the year. Members also had the option to send special EDMs to the membership database.

APSA 10th Anniversary History and Founder Member Interviews

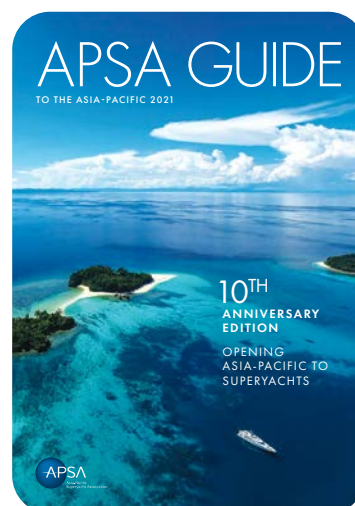
A special 10th Anniversary History section featured in the printed edition of the APSA Guide 2021, and an ongoing series of interviews with the active Founder Members (10) were included in the APSA Newsletters.

APSA Affiliated Associations (Regional and International) 2021

APSA's regional Affiliate Associations partnerships expanded to include five regional boating industry Associations (Hong Kong, India, Malaysia, Singapore, and Thailand), along with the US Superyacht Association and the Water Revolution Foundation.

APSA Guide 2021

The APSA Guide online edition was updated twice in 2021. The special 10th Anniversary edition was 192 pages, and was distributed to all members. A European print run was distributed at METSTRADE, and a second printing in Hong Kong was distributed in the Asia-Pacific region.



APSA Database Expanded

The APSA Database has doubled and expanded to include Superyacht Owners and Captains. We have also identified over 1,500 yachts who have cruised in the Asia-Pacific region in the last 10 years.

APSA Media and Publicity:

Over the year APSA engaged with a number of media to promote the Association and the Asia-Pacific cruising grounds. Online and print articles have appeared in: Superyacht Group news, Charterworld.com, Asia-Pacific Boating, Yachtstyle, Megayachtnews.com, Asia Yacht Press, Sail-World.com, Powerboat-World.com, Marinebusiness-World.com, Superyacht Australia, Marinescene.asia, and The World of Yachts.

SUPERYACHT EVENTS IN 2022

FEB
26

SUPERYACHT AUSTRALIA SOIRÉE

JONES BAY MARINA, SYDNEY, AUSTRALIA

The third annual Superyacht Australia Soirée will be held on Saturday 26 February 2022 at Jones Bay Marina from 2.00 – 8.00pm. The Superyacht Australia Soirée will include an impressive display of vessels and provide guests with a unique opportunity to step aboard and revel in the highest level of hospitality and luxury.

www.superyacht-australia.com



MAR
16 – 18

YARE 2022

VIAREGGIO, ITALY

YARE, Yachting Aftersales & Refit Experience, is the international event dedicated to the superyacht industry bringing together shipyards, companies and yacht captains. Through the Superyacht Captains' Forum, workshops and meetings, the challenges of the future of the industry are addressed, for both those already working in the sector and those who are facing training paths to join the industry.

www.yarenetworking.com

MAR
24 – 27

PALM BEACH INTERNATIONAL BOAT SHOW

WEST PALM BEACH, FLORIDA, USA

Located along the waterfront and Flagler Drive in Downtown West Palm Beach, the 36th Annual Palm Beach International Boat Show will feature more than \$1.2 billion worth of yachts and accessories, including hundreds of boats ranging from 8-foot inflatables to superyachts nearly 200 feet in length. Get outside and enjoy live music and refreshments at the show's famous floating cocktail lounges.

www.pbboatshow.com

MAR 31 –
APR 3

JAPAN INTERNATIONAL BOAT SHOW

YOKOHAMA CITY, JAPAN

The Japan International Boat Show is an international boat show for sailing boats, motor yachts and water sports equipment. It takes place once a year at the Pacifico Yokohama Exhibition Centre and also at the Yokohama Bayside Marina, and is open to both trade and private visitors. The exhibition will be accompanied by numerous lectures and presentations on topics such as safety on the water and the science behind boats.

www.marine-jbia.or.jp/english

MAY
16 – 18

ASMEX CONFERENCE 2022

SANCTUARY COVE RESORT, QUEENSLAND, AUSTRALIA

AIMEX has announced the 2022 Australian Superyacht, Marine Export and Commercial Industry (ASMEX) Conference to be held at the InterContinental Sanctuary Cove Resort from Monday 16th – Wednesday 18th May 2022. Programme to be released soon.

www.asmex-conference.com.au

SEP 28 –
OCT 1



MONACO YACHT SHOW

PORT HERCULE, MONACO

The Monaco Yacht Show (MYS) is an annual international show dedicated to the world of superyachts. The MYS is divided into two main exhibition areas: afloat and on the quayside. Afloat, 100+ superyachts and 50+ luxury tenders are displayed by the most renowned builders and brokers in the market. 450 hand-picked companies, representing excellence and innovation in yachting, exhibit on the quayside: designers and naval architects, yacht suppliers and service providers, manufacturers of tenders and nautical gadgets.

www.monacoyachtshow.com

OCT
26 – 30

FORT LAUDERDALE INTERNATIONAL BOAT SHOW

FT LAUDERDALE, USA

The 62nd Annual Fort Lauderdale International Boat Show, is the largest in-water boat show in the world. The Superyacht Village and marina is an enclave for superyachts and superyacht enthusiasts, and features some of the most spectacular yachts in the show. Superyacht Village is located at Pier Sixty-Six Hotel & Marina's new "Pier South" property.

www.flibs.com



NOV
23 – 25

THE SUPERYACHT GATHERING

AUCKLAND, NEW ZEALAND

The purpose of the Superyacht Gathering is to build a culture and community of like-minded people within the superyacht industry to share and inspire each other for the good of our lives and livelihood, the sea and all beings that live in, on and around it. Influencers, owners, designers, senior crew and industry figureheads will come together in exclusive environments, with limited numbers, to enjoy experience-based events.

www.thesuperyachtgathering.com

Asia Pacific Superyachts

Benetti

**BOUTSEN
DESIGN**
THE FINE ART OF DECORATION



Asia-Pacific
Superyacht Association

