

APSA TELEGRAPH

Asia-Pacific Superyacht Association

MONACO YACHT SHOW EDITION

September 2018

CHAIRMAN'S MESSAGE

Welcome to the Monaco Yacht Show 2018 edition of the APSA Telegraph. Along with The Singapore Yacht Show and the Fort Lauderdale International Boat Show, we produce three editions per year to distribute at the most important shows, in each of the three major super yacht cruising regions and yacht markets in the world, Europe, Americas and of course in our own fabulous cruising region in Asia.

Although we have our yacht shows in Asia, the flagship one being The Singapore Yacht Show, we obviously feel we need to be at the other main shows around the world as the world of yachting is ever interconnected. In fact as Asia grows there is more reason for us to be at Monaco and more business is being conducted between our yachting regions.

Many of our members are at Monaco and listed here in the Telegraph, so please take time to visit them and give them your support. Also APSA personnel will be at the show every day distributing not only this Telegraph, but also the annual APSA Cruising Guide to Asia.

The last four editions of the APSA Cruising Guide proved to be a big success for APSA and our members and therefore we are thrilled to be producing a fifth edition with new features and advertising opportunities! The guide was officially launched at the Asia Superyacht Night held the evening before the Start of the show. The Guide features all the Asia-Pacific cruising destinations including useful contact details and information for yacht captains, testimonials and members contact details in individual countries. Over 3000 copies of the guide will be distributed to stakeholders in the Superyacht industry, superyachts at key ports worldwide, the Monaco, Singapore and Fort Lauderdale yacht shows and to all APSA members.

APSA is also happy to announce and welcome some recent members since the last Telegraph;

Clearvac Engineering
Ominent/ IGL coatings
Third Dimension Design
Labuan Shipyard
Navalimpianti Singapore Pte Ltd
Benetti Asia
Asia Pacific Superyachts
Toys & Tenders Co.
Lateral Naval Architects

I want to personally send a great thank you to our Platinum member OCEA Yachts in their support of APSA, and also Hill Dickinson and YACHTZOO for their great assistance with our logistics here in Monaco. Thanks for taking an active role in building our regional superyacht industry!

We have members from all around the world not just Asia, so please feel free to ask any APSA staff or contact us at any time, for how you can expand your business presence in Asia by joining APSA.

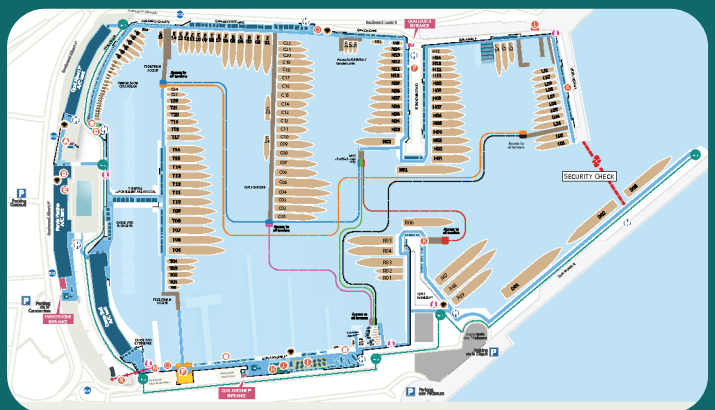


I wish everyone a fantastic and successful Monaco Yacht Show 2018.

Nigel Beatty,
 APSA Chairman

APSA MEMBERS EXHIBITING AT THE SHOW:

- AFFINITY MANAGEMENT SERVICES
- ASIA PACIFIC SUPERYACHTS
- BENETTI
- BURGESS
- CAMPER & NICHOLSONS INTERNATIONAL
- CAYMAN ISLANDS SHIPPING REGISTRY
- LATERAL NAVAL ARCHITECTS LTD
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- SEVENSTAR YACHT TRANSPORT
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- SUPERYACHT UK
- YACHTING PARTNERS INTERNATIONAL
- YACHTZOO



PLATINUM MEMBER:

OCEA

PREMIUM MEMBERS:

Asia Pacific Superyachts



Ultra-ambitious New Maldives Island-City & Yacht Marina

Developments from the Maldives of the new Hulhumalé Yacht Marina continues, reports Asia Pacific Superyachts Maldives director, Mohamed Hameed. The marina, to be part of the coastal island most ambitious and extensive new development ever in the Maldives, will be a boom for visiting vessels.

The APS Maldives yacht services agency works closely with arriving superyachts and is closely monitoring progress of the new yacht marina. Hameed says the Hulhumalé Yacht Marina plan is good news for future visiting vessels as the Marina will service 300 yachts and provide numerous attractions and benefits for arriving yachts.

Among yachts using the services of Asia Pacific Superyachts Maldives last year as their local agent are some of stunning visiting vessels, including M/y April, M/y Batavia, M/y Five Angel, M/y Galeocerdo, M/y Kogo, M/y Liberty, M/y Meamina, M/y Sea Rhapsody, M/y Silver Angel, M/y Silver Fast and M/y Talisman C.

The Yacht Marina is part of the coastal island proposed for the western side of Hulhumalé Island and will cater to the needs of yachts and safaris. According to the HDC, apart from water sports facilities, the marina will have amenities such as retail shops, F&B outlets and a yacht club that includes exhibition space, dry berth facilities and boating dock. There will also be a modern fully equipped cruise terminal located right next to the marina with an automatic, covered boarding bridge to facilitate cruise lines visiting Maldives.

Globe Newswire (London) recently published the following news of Hulhumalé Island: 8km off the northeast coast of Malé, the capital of Maldives, lies Hulhumalé, the country's biggest and most ambitious city development. The city of Hulhumalé was reclaimed with the aim of relieving the congestion and housing challenges facing the Maldives. The plans will effectively centralise the small island nation's population, while also promising safer homes for migrants from the outer islands. Since breaking ground in 1997 with a total land area of 432 hectares, the city is now home to over 40,000 residents and boasts a multitude of mega projects, the likes of which have never been seen in the country.



Managed by the government-owned Housing Development Corporation (HDC), Hulhumalé is en-route to becoming a sustainable city - one that fosters creative entrepreneurship among the country's dominant youth population by offering modern solutions to tackle social challenges. The city is connected to an international airport, and will soon be complete with a number of new facilities including a water theme park, a yacht marina, a football stadium and an international cruise terminal. The investment will not only improve lives in the short run, but is designed to unleash the benefits of a virtuous cycle of investment and economic opportunity.

"The new Hulhumalé Yacht Marina will be of enormous benefit to visiting superyachts and yachts", enthuses Mohamed Hameed, adding, "in the meantime, we have some wonderful itineraries and special anchorages to share with Captains and Owners now".

Media Contact: pr-comm@asia-pacific-superyachts.com

By Asia Pacific Superyachts

CHEURAM Connects Europe and Asia

Travel Cue are delighted to be jointly hosting an evening cocktail reception during the Monaco Yacht Show on Thursday 27th September at the Panorama building with stunning views overlooking the show.



To confirm your attendance or for further details please contact Nikitia at : nhanna@connectcue.com

By Travel Cue



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CHEURAM supports PASSION SEA

Hong Kong-based and long-time member CHEURAM Consulting Group strongly supports Passion Sea, the established non-profit organization based in Monaco. While it is apparent that the oceans and the water face an ever-increasing challenge to be free from plastic and waste, most efforts focus on arranging and improving cleaning efforts in coastal areas and on the high seas, as well as increased awareness among governments and consumers on restricting the use of plastic. Passion Sea's activities, however, begin much earlier to make sure that pollution will not happen, in the first place.

CHEURAM founder and attorney Henning Schwarzkopf was fascinated when he met Helga Piaget of Monaco and learnt of her dedication and world-wide success as CEO of Passion Sea. Based on Nelson Mandela's conclusion that "education is the most powerful weapon to change the world", Ms. Piaget and her organization focus on children and students to teach them understand the importance of water and the sea for their own and the planet's health by letting them approach the subject with their own creativity. Working with schools and educational institutions in various countries, Passion Sea aims to motivate the young generation in their formative years so that as adults they will continue being aware of the importance of a clean environment and as leaders of tomorrow's world will make sure that it will stay that way. International celebrities support Passion Sea in various ways and ensure that the children's efforts will be heard and recognized.



Henning Schwarzkopf, the only maritime lawyer admitted both in Germany and the South of France will with his Hong Kong-based CHEURAM company continue to help Passion Sea gain an even stronger presence in Europe and Asia for the benefit of our rivers, lakes and oceans and our children to enjoy them as much as we do. As an APSA member he hopes that, particularly, captains and crews cruising in Asian waters will spread the word for this excellent cause.

For more information and support, contact Henning at info@cheuram.com or visit Passion Sea's website at www.passionsea.com.

By Cheuram Consulting Group

Burgess Expands Asia Team

Burgess is delighted to welcome Jiyu Xie to the BURGESS team as Yacht Manager & New Build Adviser, Asia. He was previously Senior Surveyor at Lloyds Register in Holland where he was based for 12 years after obtained degrees in Mechanical Engineering at Jimei University in China, and in Maritime Engineering at the University of Southampton in the UK. Effectively bilingual, Jiyu will bring a wealth of superyacht technical expertise to our Asian clients.



To find out more about Burgess' Technical Consultancy Services and Yacht Management Services, please contact asia@burgessyachts.com

By BURGESS

OCEA NEMO 50 ICE- The extreme player

The amazing OCEA Nemo is much more than just a "toy chest": illustration with the new version of this rugged seafarer, presented by its architect, Fulvio de Simoni.



"I met OCEA through the Italian representative of the shipyard, Aldo Manna," recalls Fulvio de Simoni. "That's what led me to present them with this revolutionary plan featuring a dual aft deck that can store twice as many tenders." So, you can take many and a variety of toys on board: the tallest on the upper deck (sailboats, sport-fishers...) and the most fragile stowed away! One question was whether the essential alchemy between the Italian designer and OCEA would develop. Fulvio de Simoni explains reassuringly: "We quickly defined what was needed for the project to be in line with OCEA's philosophy: more than just yachts, they are real boats.

And aluminium is a material that I'm quite familiar with, since the very first boat I designed was made of aluminium. It fits my culture, and it's wonderful to do what you love, to apply design principles to a real boat. That's probably why OCEA Yachts and I were able to work together in complete confidence."

Going further

This is undoubtedly what encouraged the two partners to go further in their shared vision and to imagine the OCEA Nemo 50 Ice. The yacht appears here in its final version, totally dedicated to exploration and extreme conditions, capable of cruising the wildest shores of the Arctic and Antarctic in complete safety, superior comfort and with the necessary tenders to be able to explore to your heart's desire. Even if it means giving up its dual aft deck: "We're not talking about setting up an expedition," smiles the architect, "but of having on board everything you need to venture deep into unique landscapes." Mission accomplished with two large tenders that can comfortably approach the most rudimentary port facilities and two RIBs to get as close as possible to the sea ice. Of course, the architect made sure to emphasize the yacht's aesthetics. The trappings of a rugged adventurer transcend the lines of the OCEA Nemo. "The size of the Nemo 50 Ice is also a guarantee of excellent sea handling capabilities. These are qualities it shares with the other boats in the OCEA Nemo range," adds Fulvio de Simoni.

Cocktail... on the rocks !

To navigate in the Polar Regions, the Nemo 50 Ice features shafts and propellers instead of propulsion pods, as well as some special modifications, including a reinforced hull and smaller windows on the main deck. "OCEA really excels at this kind of adaptation," says Fulvio de Simoni. "The lightweight aluminium also limits the draft, for greater safety." The aft deck is equipped with davits on each side to facilitate the launching of the main tenders, even in extreme weather conditions. And boarding the tenders is easy and safe from the wide access platform... The sheltered upper terrace where guests can enjoy the most stunning views puts the finishing touch on this amazing superyacht. "One thing all OCEA yachts have in common is that they can cruise for long periods of time," says Fulvio de Simoni. "But this yacht is designed with a different objective in mind, namely to explore the oceans to the fullest." All the oceans, without exception.

A pioneer in aluminium shipbuilding and industrial construction, the OCEA yard was established in 1987. With 4 production sites located along the French Atlantic coast, OCEA delivers annually 15 to 20 vessels, up to 85m long, including fast patrol boats, passenger vessels, environmental vessels and yachts.

By OCEA



Protect and Preserve

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Yacht Insurance – Changes and Challenges Ahead

Following 20 years of continuing reductions in premiums, widening cover, increased competition and increasing numbers of insurers and brokers in the insurance market willing to be involved with yachts the insurance market has, in the past few years, seen unprecedented losses from the yacht sector over and above the usual 'attritional' claims. This has caused the yacht book to cause a significant stir at Lloyd's resulting in Syndicates being required to present their business plans to the Corporation before being allowed to continue underwriting yachts in 2019. Even before Lloyd's reports back to those Syndicates who have presented their plans we have already seen half a dozen Syndicates withdraw from underwriting yachts, some large such as Brit and others not such major players. By the time this paper is being read it is likely results of the Lloyd's scrutiny will be known. What ever happens there will be big changes in the covers that are offered and this will be across the board, whether a yacht has had claims or not. The big question is whether the Company market will follow the Lloyd's lead in getting the yacht book of business back onto an even keel. For sure, the Company market will have seen similar losses to Lloyd's though it remains to be seen if they will (at present) see the need for changes to their underwriting strategies. Changes from this market must follow, its just a matter of when.

How will this affect Owners? For sure premiums are going to increase. We saw the beginning of this at the start of 2018 and increases will continue. The question is what's a sensible amount? With premiums about 1/3rd of where they were 20 years ago and losses being so significant no increase is going to bring a return to profitability quickly but minimum increases of around 10% can be expected for business with low risk and a clean claims record with much higher increases for yachts presenting a higher risk to insurers.

There are those calling for substantial and massive premium increases, citing continuing losses and increasing costs of repairs as well as the need to sharply bring the yacht insurance market back to an attractive place to be to do business but the reality is that this is not likely to emerge as a palatable solution. Aside from premium increases levels of cover will tighten and insurers will be looking far more carefully at the quality of crew, maintenance plans and how a yacht is run overall. When it comes to claims, insurers will be looking very carefully to ensure that any claim presented falls within the cover given. For a number of years now any grey areas have tended to benefit the Owner but this is likely to change. Poorer quality insurers may start off by denying claims and only after a battle agree to entertain these but the better quality ones will maintain their stance of paying legitimate claims well, promptly and with as much assistance as they can provide. This is, after all, what they are there for and they know it. Further, it's the best advertising they can get and in likely market conditions good news is going to be scarce.

So, what to look for at renewal this year and next? Very often the placement of cover comes down to price with little regard for the quality of cover and those providing it. However, in reality, insurance is an incredibly cheap aspect of yacht ownership, yet its one of the most important. If one considers annual operation costs of a yacht to be between 10% and 15% of its new delivery price, a US\$20 Million to US\$40 Million yacht will see its premium being about 1.5% to 2% of these annual costs, whereas fuel is about 45% and crew 40%. So, even if premium doubles its not going to impact the annual costs of running the yacht ... certainly a 10% or 20% increase won't be noticed when put onto the spreadsheet alongside all the yacht's operating expenses. As such, I would not look at the cost of cover or the increase in premium being asked for as being important. What will be important is the actual cover afforded, the insurers used and the relationship the insurer has with the insurance broker. In many cases it's this relationship (which often spans many years) that gets claims paid well, especially if they fall into a grey area. In recent years the market has seen various different parties take on the role of insurance advisors ... some are licenced and insured to do this and others not. Some are more experienced and knowledgeable than others. A good broker will explain the whole programme, quality of insurers and their 'willingness to pay claims' and this broker will also be able to discuss matters frankly, not shying away from having to discuss tough news with people. Those with less experience will find it harder to fully explain the changes in the insurance market and will also find it harder to give news Owners and Captains may not wish to hear. When all said and done the use of a specialist insurance broker and cover being arranged with specialist underwriters / insurers is essential. This will probably be the most important thing an Owner can do to ensure that the effects of a changing market are minimised.

In general terms, a correction in the yacht insurance market is very long over due. For years cover has widened and premiums have been decreasing, to the extent that people have become used to expecting a decrease each year while in every other aspect of the yacht's operation and in life (maybe with the exception of TV's), costs have been rising. In the coming 18 months there are likely to be some very tough discussions taking place and some Owners may even find they cannot obtain cover. The word 'No' (which has not really been used a lot in the past 20 years in the yacht insurance market) or phrase 'I'm afraid not' is going to become more common and insurance brokers as well as the yacht industry are going to have to become used to a new experience for most – that of a hard market. For how long this hard market lasts remains to be seen but for sure, the better the quality of your insurance broker and insurer the more likely you are to have a positive experience going forwards.

Colin Dawson has been a marine insurance broker for 28 years beginning his career at Lloyd's. Over 20 of these years have been as a specialist yacht insurance broker. Based in Hong Kong since 1994 he has clients from around the world and arranges covers for yachts and those in the yacht industry with international specialist insurers. For further information or assistance he can be contacted at colindawson@tgg.com.hk

By Colin Dawson, Expat Marine Ltd

His previous extensive yacht sales and charter experience includes 10 successful years with Ancasta International in the UK and 4 years with Sunsail bringing him a wealth of knowledge and understanding of the yachting industry and the leisure yacht charter market, the main business streams at Simpson Marine.

“Richard has done a great job managing Monte Carlo Yachts, Beneteau and Lagoon sales throughout the company and more recently added Aquila Power Catamarans and Fairline Yachts to our product range. He is extremely well respected in the yacht industry and has expert knowledge of the yachts that we sell and has been a great help to all the team throughout the years. He is also one of our best sailors in the company with a long record of regattas and races in his log”, says Mike Simpson, Simpson Marine Managing Director.



In his new role as Group General Manager, Richard will be fully responsible for the management of all Simpson Marine new yacht sales and brokerage business activities. Mike Simpson will continue to oversee the growing Superyacht business with Nick Stratton, the Sanlorenzo Sales Manager.

Richard will also be responsible for growing the Simpson Yacht Charter business with new destinations and offering more local developments and expanding our superyacht charter operation. Charter has great potential for the Group with its constant growth and SYC will be offering new services to the customers with expanding Charter Management Programmes.

Finally, providing exceptional service to the customers has been the aim of everyone in the company since the very beginning in 1984 and this applies especially to After Sales Service which will receive additional attention with the new Group General Manager.

“Having been appointed as General Manager at Simpson Marine it is a great honour indeed that goes hand in hand with even greater responsibility as we are a widespread and diverse company with 35 years of history and with over 100 employees in 12 offices and 10 service points in 7 countries around Asia. Managing this complex structure with our notable portfolio of the world’s leading yachting brands and full service offering takes a lot of time and effort but it’s challenging and energising. We can see a strong growth path and many new business opportunities for further expansion in Asia, whilst at the same time remaining as local and customer-centric as we can in line with our values and mission”, says Richard Allen, Simpson Marine General Manager.

Simpson Marine currently operates in China, Taiwan, Hong Kong, Singapore, Indonesia, Malaysia and Thailand. The company is the exclusive representatives for Sanlorenzo Yachts, Beneteau, Lagoon, Monte Carlo Yachts (excludes Hong Kong), Fairline Yachts (HK and the Philippines), Aquila Power Catamarans and Viking Yachts in its territories and provides a full range of Services with Yacht Charter, Yacht Management, After Sales Service and Yacht Finance with E-Power.

To request more information and images, please contact:

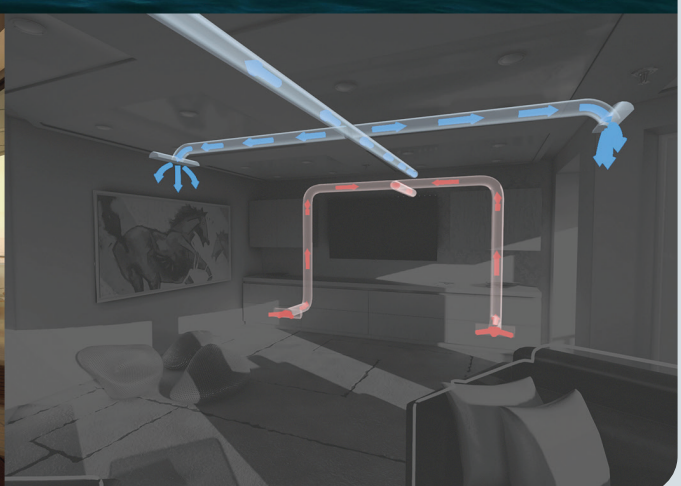
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By Simpson Marine



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thirdDimensionDesign
Heiko Gonsel



Quintessential Australia

Tropical North Queensland boasts a diverse landscape with an array of authentic Australian experiences from deluxe outback retreats and intimate Indigenous tours to helicopter pub crawls over the rolling Atherton Tablelands.

Escape to the outback for a few nights of secluded paradise at the exclusive Gilberton Outback Retreat. Arrive via helicopter to the ultra-luxurious twist on the iconic tin shed with uninterrupted views over the Gilbert River. Unplug, unwind and experience the tranquillity of the outback. Watch mustering in action, take a guided bushwalk, go kayaking or take an epic 4WD adventure. Uncover the rich Aboriginal and gold mining history of the area.

Another heli-transfer to Crystalbrook Lodge offers unique outback luxury with an infinity pool overlooking the stunning lake. Fine-dining meets authentic Australia with exquisitely crafted meals focusing on local and seasonal produce. Reel in the elusive barramundi or watch the sunrise from a paddleboard. Voyage to Chillagoe for a privately guided tour of prehistoric limestone caves. Return to a chilled champagne by the campfire, finishing the night relaxing under the milky way before retiring to your elegant suite.

Indigenous Connection



Discover true connection to country just north of Cairns at Jarramali Rock Art Tours. The landscape will take your breath away, perched atop a sandstone escarpment overlooking steep cliff-faces and a deep gorge filled with eucalypt forest. A gourmet spread of seafood or a classic Aussie damper cooked over hot coals is to be savoured whilst chatting with the local Traditional Owner. Reflect on the deep history of the ancient landscape and its people as your Kuku Yalanji guide teaches you about the local bushfoods and medicines on your way down to the 20,000-year-old Magnificent Rock Art Gallery exhibiting approximately 450 separate paintings. This intimate experience is guaranteed to stay with you for life.

Plateau Pub Crawls

Experience a favourite Aussie pastime, the pub crawl, with a twist like no other. Discover the highlights of the Atherton Tablelands from a helicopter between touching down at various iconic pubs. Fly past the highest freestanding natural pyramid in the world, across the pristine Crater Lakes National Park, over the almighty Barron falls and through the oldest living rainforest on earth. Stock up on your favourite flavours of the day at Mount Uncle Distillery, including the signature Botanic Australis Gin and enjoy cold beers overlooking the water and eucalypt woodlands.

By Super Yacht Group Great Barrier Reef

Welcome to Queensland and the world's iconic Great Barrier Reef!

At 2,300 km long, the largest living organism in the world is still a place of incredible beauty, a place to explore and enjoy but it's future is in the balance.

Coral reefs worldwide are under extreme pressure due to increasing water temperatures and yes, the GBR has been through two bleaching events in 2016 and 2017. "But, it ain't done yet" as the "Godfather of Corals" Dr Charlie Veron said after surfacing from a dive on the most diverse coral reef ever found on the GBR while on the GBR Legacy's Search for the Super Corals expedition in Nov 2018.

Even though some reefs have been badly degraded, they are also regenerating and there are still many wonderful areas to dive, snorkel and explore. It just means you will have to pick where you plan to go. Fortunately, super yachts are built for just this purpose and with the expertise of local guides your best reef experience is assured.

If you want a truly unique experience, Super Yacht Group Great Barrier Reef in association with the not-for-profit, Great Barrier Reef Legacy (www.gbrlegacy.org) and Dive Addiction create unique, custom made itineraries with knowledgeable marine biologists/guides to swim with Minke Whales, Sharks, big fish, coral gardens, deep sea nautilus or bespoke indigenous cultural experiences.

To preserve healthy coral reefs into the future, new and innovative opportunities exist to harness philanthropic investments. By becoming a "vessel of opportunity" access and important research can be conducted from super yachts.

A few tips: The GBR is the size of Italy so to get the best out of your reef experience you may want to:

1. Hire a quality guide with experience in the area of operation (speak to Super Yacht Group Great Barrier Reef - a complimentary service).
2. Consider the calendar of natural history events:
Eg: In June and July the northern GBR is host to one of the world's most incredible wildlife experiences...swimming with Dwarf Minke whales. This is a special permitted activity so you will want to hire a whale guide and permit to snorkel/dive with the friendliest mammals on the planet. or Turtle nesting in Nov-December.
3. Take advantage of the various regional airports such as Hamilton Island, Lizard Island, Lockhart River or Horn Island to rendezvous with your vessel and access the best reefs and wildlife experiences.



We hope you truly enjoy the wonders of the reef when you come down under.

By Super Yacht Group Great Barrier Reef

Discover Aboriginal Experiences

Atrip to Australia isn't just a visit to the land down under: it's the modern home of an ancient people. Multi-faceted and imbued with ancient wisdom, Australia's Aboriginal people are warm, welcoming and extremely generous of spirit; getting to know their approach to life may well be one of the richest travel experiences available.

Australia is often thought of as a young country. After all, it was colonised by the British as recently as 1788. But Aboriginal culture is older than Roman ruins. It predates the Pyramids and existed long before Stonehenge; estimated to stretch back at least 60,000 years, it is the oldest continuous living culture in the world.



Yet you won't find grand monuments dotted around Australia's vast outback. What you'll discover is a rich culture that has always lived softly. Deeply connected to nature, its historical footprint exists through rock paintings that date back tens of thousands of years; through dancing grounds used for generations; and through stories laden with acute wisdom, which continue to be told today.

Discover Aboriginal Experiences collective is a carefully curated selection of Australia's signature Aboriginal tourism experiences. Recognised not just by stringent official selection process but by peers, competitors and the industry at large, each member of this collection is considered world class leaders in Aboriginal tourism, representing local Aboriginal culture with integrity and authenticity – a responsibility indeed.

Importantly, each of these experiences also involves the use of Aboriginal guides. For who better to show you around than a traditional custodian of the land? Aboriginal guides don't just afford a unique means of bringing Australia's landscapes to life. As the owners of the stories they share with you, they offer a means of connecting with Australian places and cultures quite unlike anything else you'll find.



From adventure seekers and cultural enthusiasts to foodies and nature lovers, there really is something everyone. No matter where you choose to go, you'll be sure to find a meaningful, memorable experience.

Discover Aboriginal Experiences collective is part of Tourism Australia's Signature Experiences of Australia program that promotes outstanding tourism experiences within a variety of special categories.

We look forward to welcoming you.
www.australia.com/aboriginal

Photos: ©Tourism Australia

By Super Yacht Group Great Barrier Reef

First Sanlorenzo SX88 Sold in Asia as the Rolls-Royce Partnership with the Cullinan Launch Concludes

We are delighted to announce the sale of the first Sanlorenzo crossover yacht in Asia, the new SX88, with expected delivery mid 2019 to Southeast Asia.

Renowned for its bespoke and tailor-made yachts and a strong focus on innovation, Sanlorenzo presented the SX line at the Cannes Yachting Festival in 2017, and started a decisive international success of this new crossover concept. The numbers speak for themselves with **15 units of the SX88 sold as of today, followed by 11 orders of the new SX76** expected to premiere in Cannes this year.

The Sanlorenzo SX88 is a true revolution. She was designed as a social "sea-friendly" yacht that maximises all on-board spaces, providing a refreshingly spacious yacht for her length and is a unique crossover between classic flybridge yachts and ever more popular explorer yachts, all packaged into Sanlorenzo's distinctive look and stylish design.

The innovative steering position on the flybridge can be entirely enclosed and air-conditioned by the automatically operated side windows,

leaving an open main deck that spreads on the same level from stern to bow – an exclusive loft on a 27-metre yacht.

Alternatively, a grand owner's suite can be placed on this deck for a more intimate option, an absolute exclusivity of the SX88 in this range of yachts.

The stern area is just as astonishing. The level of the "beach club" area is five steps lower than the main deck and can accommodate a 15ft/ 4.5m tender, a Jetski, Seabob, Jetlev Flyer, wakeboard, stand up paddleboard, etc. The crane to move these watercrafts is cleverly and elegantly hidden in the prolonged profile of the aft-port handrail, with no disturbance to the eye-catching SX88 outline.

Partnering as the **conceptual match during the recent Rolls-Royce Cullinan launch in Asia, the SX88 was a focal point of the Sanlorenzo Affinity Partnership** at a series of private VIP events held in Japan, South Korea, Hong Kong and Singapore in June-August 2018.

The SX88 sold to Asia coincides with the grand finale of the Cullinan launch, held on 7th of August at the Singapore Ritz Carlton during a splendid evening cocktail party celebrating bespoke craftsmanship, tailor-made design and the utmost attention to detail.

Nick Stratton, Sanlorenzo Asia Sales Manager, says: "The Sanlorenzo SX88 has been a sell-out success even before its launching at the Cannes Yachting Festival last year. Due to quick demand from Europe we have been eagerly waiting for the first SX88 to arrive in Asia,

which is now confirmed for mid 2019. Prior to this we will see the arrival of the all-new SX76 in Hong Kong early next year. The yacht is available for sale with a unique interior design by Piero Lissoni and will be celebrated with a dedicated launch party. Launching at Cannes this year with so many orders already, this yacht is a great opportunity for an enthusiastic buyer."

"The **SX range appeals to both new owners and those looking for a more sophisticated upgrade from their existing yacht.** We are seeing keen interest from owners of other brands wanting something different and a real explorer type yacht that also embodies the style and luxury of a typical Sanlorenzo yacht. The **ability to cruise long distances is key for yachts based in Asia**", adds Stratton.



With the recent SX88 sale and several other yacht sales to Asia in the first half of 2018, Sanlorenzo is rapidly expanding its brand awareness and values in Asia and is a perfect offering for discerning yacht owners, seeking new expressions of their yachting needs and lifestyles.



The SX line will debut in Asia with the **new SX76 expected to arrive early 2019** in Hong Kong, followed by the SX88 arrival in Southeast Asia later in 2019.



To discover more about Sanlorenzo yachts, please contact the team at sanlorenzo@simpsonmarine.com

By Simpson Marine

New SX76 to premiere at Cannes Yachting Festival, arriving in Asia early 2019

Revealed at Sanlorenzo's 60th anniversary celebrations in La Spezia in May 2018, the new **Sanlorenzo SX76** crossover yacht is the much-anticipated follow up to their hugely popular SX88 and the second model in the new SX line. Just like the SX88, **the SX76 has been designed as a social "sea-friendly" yacht that maximises all on-board spaces, providing a refreshingly spacious yacht for her length.**

Designed by renown Studio Zuccon International with an interior by Piero Lissoni the SX76 is a **unique crossover between classic flybridge yachts and ever more popular explorer yachts**, all packaged into Sanlorenzo's distinctive look and stylish design.

The SX line has been **designed with family life and a younger generation of users in mind** and the SX76 fits this ethos beautifully. Large open spaces and windows ensure a light, open design that brings the outside in. "The SX76 is a splendid interpretation of the relationship between man and the sea," says Bernardo Zuccon of Zuccon International. Like every Sanlorenzo design, the SX76 combines form and function, ensuring a striking yacht built to the highest standards but without any compromise on performance.

Unique Advantages to Owners:

- **Clever layout with best in class stern area housing several water toys**

(1 x 4m tender, 1 jet ski, 2 sea bobs, a Jetlev Flyer at the same time) or outdoor furniture for lounging, depending on the owner's usage. Despite its smaller size the SX76 retains the SX88's popular **19sqm beach club**.

- Seamless exterior design smartly incorporating electro-hydraulic launching davit hidden in aft gunwale integrated within the hull.

- **Spacious living room with the helm station moved to the flybridge** and hence releasing additional space on main deck. The main saloon is a social hub, with seating, dining, an entertainment system and an open kitchen located adjacent to the main saloon.

- Loose furniture to organise your yacht as your home, several layouts available, selections from best Italian design brands. Modern and elegant design filled with light through floor to ceiling glass walls on the main deck.

- The SX76's modern interior décor exemplifies Lissoni's signature **clean and elegant style, pairing soft and neutral colours with natural light to create a warm and welcoming environment.**



- Flybridge can be enclosed by strataglass panels with air conditioning to make cruising even more comfortable.

- Guest accommodation includes generously sized master suite, VIP cabin, twin cabin + crew cabin.

- A stand out interior design feature is the **picturesque staircase developed especially by Lissoni** for the SX76, which is a striking flowing form that seamlessly connects the lower accommodation deck, main deck and flybridge.

- Designed with sustainability in mind, the SX76 features **eco-friendly elements including LED lighting, sustainable leather, efficient hull and propulsion and thermal insulation.**

- Extremely seaworthy semi-displacement hull allows for smooth operations and speeds of up to 22 knots, cruising at 20 knots, powered by Volvo Penta engines.



Specifications

LOA: 23,75m

Fuel tanks: 4,500 l

Max speed: 22 knots

Beam: 6,60m

Water tanks: 1,400 l

Cruising speed: 20 knots

Draft at full load: 1,56m

Engines: 2 x IPS 1050 Volvo (800HP)

Economic speed: 12 knots

Just like the SX88, the SX76 is set to be an extremely popular addition to the Sanlorenzo range with 11 units on order so far, before her World Premiere planned for the Cannes Yachting Festival, 11-16 September.

We are looking forward to welcoming you in Cannes and present to you this very anticipated yacht, before she reaches Asia early next year.

Please contact us at sanlorenzo@simpsonmarine.com to confirm your attendance at the show and help us arrange you exclusive visit with sea trials in the beautiful Bay of Cannes.

By Simpson Marine

Sanlorenzo completes first helicopter landing test on 500EXP superyacht

The first ever Sanlorenzo superyacht fitted with a helicopter landing pad was recently put to the test as the 47-metre Ocean Dreamwalker III received her first visit from a helicopter. The 500EXP has become the flagship of Sanlorenzo's Explorer line of superyachts, building on the success of the smaller 42-metre 460EXP model which was first launched in 2015.



The 500EXP came about as a special request from the yacht's owner who was looking for a vessel to cruise the Pacific Ocean with where helicopter capabilities on a yacht can go a long way considering the vast distances between destinations. Sanlorenzo went back to the drawing board and customised the existing 460EXP platform by extending the aft deck by five metres while retaining the overall stylish explorer look of the vessel.

Following the launch of Ocean Dreamwalker III in May this year, Sanlorenzo announced that another four units of this flagship explorer yacht are under construction including a special Ice Class version which is being built for a Dutch client.

Ocean Dreamwalker III will be on display at this year's Monaco Yacht Show in September.

News from Superyachttimes.com

By Simpson Marine

Richard Allen Appointed General Manager for Simpson Marine

Simpson Marine is delighted to announce that Richard Allen, previously Group Sales Director has been appointed Group General Manager with immediate effect.

Based in Hong Kong for the past six years, Richard has served as Group Sales Director overseeing the sales performance of all the SM group activities for the past three years and before that was the Beneteau Group (Monte Carlo Yachts, Beneteau and Lagoon) Sales Manager at Simpson Marine.

BENETTI christens MY "SPECTRE", the latest megayacht built for Jeanette and John Staluppi, the Italo-American tycoon with a passion for James Bond, speed and technology

With this launch Benetti begins a hectic season of deliveries, including three giga yachts over 100 meters in length.

After "Quantum of Solace" and "Diamonds Are Forever", "Spectre" is the third yacht launched by Benetti for talented New York businessman John Staluppi. M/Y "Spectre" is a 69-meter Full Custom Mega Yacht with a steel hull and an aluminium superstructure on five decks. The name pays tribute once again to James Bond, while the hull by Dutch firm Mulder Design aims to deliver extraordinary performance for yachts this size and is fitted with the new Ride Control technology by Naiad Dynamics. The interior design by Benetti's Interior Style Department brings to mind the Art Deco and Liberty moods of certain French interiors, while the flowing, contemporary exterior contours are designed by Giorgio M. Cassetta.

The owner chooses Benetti for the third time and, as usual, celebrates his passion for James Bond, the leading character in the series of films inspired by the novels of Ian Fleming. John Staluppi who has fallen in love with Made in Italy excellence, has named his latest megayacht, a Full Custom launched yesterday in Livorno, "Spectre" after the title of the famous 2015 film starring 007.

The plans for this original boat were developed around the latest marine technologies and combining different styles and philosophies of interior decoration, with references to the past (the nineteen twenties in France) mixed with modern details.

M/Y "Spectre" (FB269) is a full custom 69-meter megayacht, with a steel hull and an aluminium superstructure arranged on five decks, featuring a swimming pool and a 'touch and go' helipad. Accommodating 12 guests in unparalleled comfort, the layout features two owner's cabins (one has a private terrace, a sun lounging area and a hydromassage tub), two VIP cabins on the Main Deck and two guest cabins on the lower deck.

Bringing together Benetti's most advanced design and construction technologies, M/Y "Spectre" is fitted with Ride Control technology by Naiad Dynamics, representing an absolute novelty for this type of boat. The system significantly increases stability during navigation and improves comfort on board with the help of four stabilising fins and three vertically-adjustable blades.

The lines of the Hi Speed Cruising Hull, designed by Dutch firm Mulder Design, deliver maximum navigation efficiency, with a range of 6,500 nautical miles at 12 knots and a top speed of 21.2 knots, 30% more than a traditional displacement hull.

The exteriors are by Giorgio M. Cassetta, who says that he has fallen in love with the project and is proud to have contributed to the creation of such a technologically advanced yacht: "I'm very fond of Spectre. It's the perfect example of a virtuous confluence between the ideas of the owner and the shipyard. John and Jeanette Staluppi, with their immense experience and energy, have spurred us on to imagine a yacht complete with everything that could be desired on a boat this size. Benetti accepted the challenge of building it to the highest standards and with a wealth of innovative technology. The splendid result is a satisfaction that my firm will treasure in the years to come".

The style of the interiors, created by Benetti's Interior Style Department, recalls the mood of certain French hotels and boutiques, standing out from Staluppi's previous boats in a more classical and modern way. The floor in the main lounge, for example, draws inspiration from the Liberty style flooring in a Paris resort, featuring symmetrical forms and clean-cut geometrical patterns, enriched here with modern touches provided by the choice of Armani fabrics. Other references to French taste are the windows, a reminiscent of Paris' typical Liberty style shops.

With the launch of "Spectre", Benetti begins a period of hectic activity featuring some very big yachts. A remarkable 7 Full Custom yacht deliveries are planned in 2018/2019, including 3 giga yachts over 100 meters each, now being built in parallel at the company's Livorno shipyard.

TECHNICAL SPECIFICATIONS: M/Y FB269 SPECTRE

- Length overall:** 69.3 m/ 227 ft
- Beam max:** 11.7 m/ 38'4" ft
- Draft max:** 3.2 m/ 10'5" ft
- Hull and Superstructure:** Steel / Aluminium
- Full Load Displacement:** 1,000 tons
- Fuel tank capacity:** 120,000 l/ 31,700 US gals
- Fresh water capacity:** 18,000 l/ 4,755 US gals
- Owner & Guest cabins:** 6 cabins for 12 persons
- Crew cabins:** 8+1 cabins for 13+1 persons
- Main engines:** N° 2 MTU 2,580 kW @2.100 rpm
- Generators:** N° 3 Northern Light- M1305A22 200kW@1,500rpm / 50hz + (1 harbour mode 185 kW)
- Bow thruster:** Electrical / 200 kW
- Stern thruster:** Pump Jet 200 kW electric
- Stabilizers:** Naiad Dynamics
- Max speed:** 21.2 knots
- Range @ 12 kn:** 6,500 Nm
- Classification:** ABS Compliance LY3
- Builder:** Benetti Shipyard
- Naval Architecture:** Mulder Design
- Concept + Exterior designer:** Giorgio M. Cassetta
- Interior designer:** Benetti Style Department



Further information about Benetti, the shipyards' models and high res images are available for download here: www.sculatiandpartners.com/pressroom.

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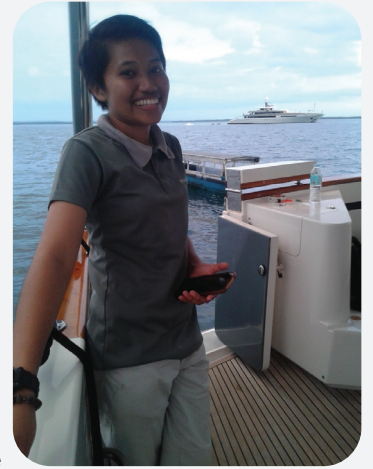
By Benetti

Local Papuan woman heads up Raja Ampat Superyacht Team

With bureaucratic red tape often associated with Indonesia slowly being removed as the local governments understand the huge economic potential of visiting superyachts and other vessels, Asia Pacific Superyachts Indonesia opened its own highly experienced yacht services agency in Raja Ampat.

The APS Raja Ampat branch is dedicated to giving every visiting superyacht a smooth and memorable voyage in the stunning area of Raja Ampat, Indonesia. The latest services expansion to Raja Ampat is located at the yachting entrance of this amazing superyacht cruising region, right in the heartland of the hottest Asian dive and cruising destination.

"Given the vast distances in Indonesia our aim is to provide our standard high level services by a locally based team that has intimate local knowledge of authorities and challenges required by our superyacht clients arriving directly to Indonesia's Papua province and Raja Ampat", reports Captain Jimmy Blee, director and co-founder of APS Indonesia, adding, "The new APS Raja Ampat office was off to a great start after opening in late 2017 with 120m, 75m and 95m yachts visiting and many more superyachts arriving and due through 2018. Asia Pacific Superyachts Raja Ampat is now firmly on the map!"



The strategically located office on the waterfront in Sorong is led by Fitri Sukma Dewi, a local Papuan woman who has worked in the superyacht services field for the last five years, reports Captain Jimmy, commenting on the importance of bringing the new office into the Raja Ampat community and the highly experienced and knowledgeable staff on board.

"Our past Captain clients who have met Fitri know she is dogged at working for the best needs of her clients and their boats. Being born and raised in Sorong there is no one in this part of the world Fitri does not know, and in particular the various Harbour and Government officials required to clear boats into this region", notes Captain Jimmy, adding, "Fitri finds fast track solutions for our clients when other outsiders to the area struggle and met road blocks". APS Raja Ampat already has two permanent staff supporting the team leader and a soon to be opened field office in Waisai - gateway port to Raja Ampat.

"I am so excited APS has recognized the growth potential and has the confidence in me to head this new base of our services platform here in Raja Ampat", commented Ms. Fitri, adding, "Raja Ampat is one of the best cruising destinations in Asia and it is important to us that we provide on the spot permanent local support for our existing and new clients".

With this new services launch APS Raja Ampat invites any Captains, Owners or boat crew interested in cruising Raja Ampat to contact Fitri and her team for direct, up to date and authentic information about vessel arrivals and cruising Papua Province and Raja Ampat. fitri@asia-pacific-superyachts-raja-ampat.com

Media Contact: pr-comm@asia-pacific-superyachts.com.

PHOTO: PS Raja Ampat, Indonesia GM, Fitri Sukma Dewi

By Asia Pacific Superyacht

Travel Cue appointed as Global Travel Management Partner for Hill Robinson Yacht Management

Travel Cue is pleased to announce it's appointment as Travel Management Partner for Hill Robinson Yacht Management.

This business partnership involves the global consolidation of shore-based and yacht crew travel with the aim of creating a transparent operating model with sustainability at the core of all that we deliver. This partnership will enable savings through consolidated global sourcing and process optimisation. With enhanced control of the program, bringing value at each stage of journey will become a reality.



Partnering with customers' like Hill Robinson contributes to our success and growth. We look forward to opportunities for growth & innovation whilst further developing on the existing relationship with Hill Robinson.

By Travel Cue

A one of a kind charter experience!

Of all the charters in the world, few can deliver the genuinely unique experience that can be enjoyed aboard SuRi. That's because virtually no other vessel can offer the combination of luxury, adventure, equipment and crew that SuRi was purpose-built to provide.

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Check out our full list of adventure machines below and then let your imagination run wild! From the Classic Mahogany Stan Craft, the fully equipped 37-foot game fisher to the 21 foot Master Craft X10 Speed boat, there's no end to the options for enjoying our world of water. And we haven't even mentioned the Jet Skis, Quad Skis, Hobie Cat, Fly Board, Hover Board, Rowing Boats, Seabobs, Inflatable Water Slide, Wake boards, surf boards, scuba gear – The list goes on and on.



SuRi will be available all winter in French Polynesia, at the weekly charter rate of USD 350.000 plus expenses and extras.

For more information on the yacht, please contact: charterfleet@yacht-zoo.com or +377 97 70 52 00.

By YACHTZOO

America's Cup 2021 : The Islands of Tahiti poised to draw more superyachts

TAHITI TOURISME is stepping up its support of this prestigious niche market by creating the "TAHITI TOURISME Superyacht Cluster" : a group of committed yachting professionals rising to the challenge of 2021, when twice as many superyachts are expected in The Islands of Tahiti before, during and after the America's Cup in New Zealand.

Captain Michael Gooding was kind enough to host a press conference on board MY Silentworld, and to share his enthusiasm for The Islands of Tahiti as a superyacht destination.

TAHITI TOURISME's efforts to promote The Islands of Tahiti to the luxury yachting community, and to superyachts in particular, are being rewarded with a significant increase in traffic. This year, about 60 of the most prestigious yachts in the world cruise the pristine waters of French Polynesia, a playground as large as Europe and as diverse as its many islands. That number is expected to double by 2021, driven by the America's Cup in New Zealand.

The Islands of Tahiti is especially well suited to become a world-class superyacht destination: it's the gateway to the South Pacific, its size and navigation conditions are optimal even beyond the May-November high season, it offers a unique level of privacy and safety from international upheavals, and provides professional yacht services to the most demanding owners and captains.



The Islands of Tahiti stepping up its superyacht game

TAHITI TOURISME's promotion efforts include participating in major international boat shows such as Fort Lauderdale, Singapore or Monaco; organizing famil trips and seminars for international professionals; encouraging trade media outlets and television production companies to cover Polynesian yachting; and maintaining contact through newsletters, web sites and promotional media. This month, TAHITI TOURISME introduced the "TAHITI TOURISME Superyacht Cluster" and its founding members, three major yacht services companies (Tahiti Superyacht Support, Tahiti Yacht Services, Tahiti Océan) and Tahiti Private Expeditions.

Together, they will prepare for 2021 : "We can expect to see many superyachts crossing the Pacific to and back from New Zealand, sailing through French Polynesia which is the gateway to the South Pacific. A positive impact for The Islands of Tahiti, but at the same time, an important challenge for our destination : our infrastructures are not quite ready yet to welcome so many superyachts. It will be the main focus of our work," says Vaihere Lissant, Marketing and Communications Director at TAHITI TOURISME.

One happy sailor: Captain Michael Gooding

"I came for the scenery, and then I came back for the people," says the captain of M/S Silentworld, Michael Gooding. For the last ten years, he has spent three months a year in French Polynesia with the ship's owner or with charter clients. And he's happy to act as an ambassador for The Islands of Tahiti : "French Polynesia is my favorite destination, he says, because I know I can get my clients anything they want : five-star hotels, haute cuisine, fresh local produce, scuba diving, cultural events, incredible seascapes and landscapes... all the things that travelers dream of."

While expecting its next charter at Tahiti's Marina Taina, Silentworld hosted the press conference that introduced the new TAHITI TOURISME Superyacht Cluster. Captain Gooding expressed his appreciation for Tahitian crew members. He always recruits local help, mostly stewardesses and deck hands. But he also found a Tahitian Pearl : since June, his first officer is Shirley Puth, a 26-year old from Tahiti who put herself through maritime school, and the first Tahitian woman to rise to that rank. He hopes that her example inspires other young Polynesians, and that the upcoming America's Cup allows more superyachts to discover the magic of The Islands of Tahiti.

By Tahiti Tourisme

BIG

SMALL

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Superyacht.TahitiTourisme.org

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