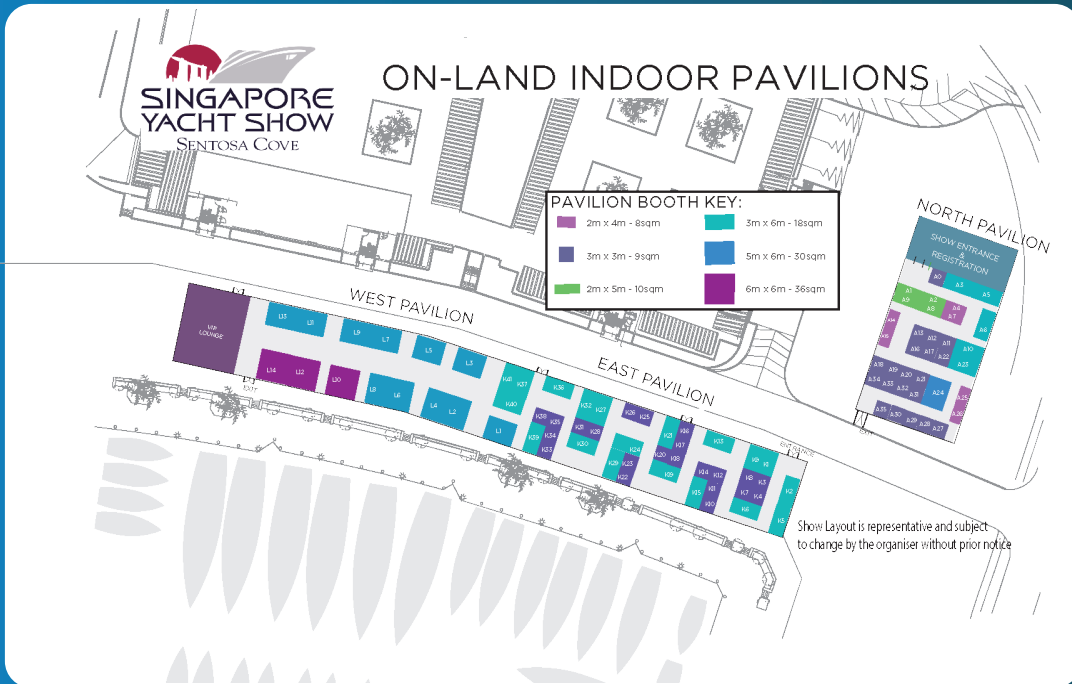


APSA TELEGRAPH

Asia-Pacific Superyacht Association

SINGAPORE YACHT SHOW EDITION

APRIL 2018



APSA LOUNGE EXHIBITING MEMBERS

- HAWK YACHTS
- CAYMAN ISLANDS SHIPPING REGISTRY
- YACHTSIDE/ ASTONDOA
- EXPAT MARINE
- OCEA
- ANGLO EASTERN YACHT SERVICES
- INDONESIAN MARINE SERVICES
- SGRM- INTERNATIONAL INSURANCE BROKERS

[Read more about the APSA Lounge participants on pages 4 & 5](#)

CHAIRMAN'S MESSAGE

Dear APSA members, friends, the Asian Yacht Industry in general and visitors from around the world,

Welcome to the **APSA Telegraph, Singapore Yacht Show 2018 edition**. This year APSA returns to the Singapore Yacht Show, the most high profile and in my opinion the most important yacht show in Asia, with the **APSA Lounge** sponsored by these great companies:

YACHTSIDE/ ASTONDOA, Hawk Yachts, Expat Marine, Anglo Eastern Yacht Services, SGRM – International Insurance Brokers, Indonesian Marine Services, OCEA and Cayman Islands Shipping Registry. Please visit the lounge to see these companies and find out what they do if you don't know them already.

We will be having drinks and cocktails at the booth ever evening so please stop by and relax and network with other APSA members and other members of the industry.

On Saturday we will have the **APSA Forum** where we will talk about cruising in general in Asia, followed by a **networking lunch**. This is a very worthwhile networking opportunity for all our members.

Lastly, I wish you a happy and successful Singapore Yacht Show. If you haven't yet joined APSA please come, see us and be a part of Asia rising!!



Nigel Beatty, Chairman

APSA WELCOMES NEW MEMBERS:



PLATINUM MEMBER:



PREMIUM MEMBERS:



OFFICIAL PARTNERS:



Compass Fresh Launches Fresh Farm: our own range of farm fresh hydroponic fruit and vegetables, grown in North Bali

Compass Fresh is Indonesia's leading supplier of superyachts, charter boats and resort hotels, specializing in moving fresh food all over Indonesia.

"In order to guarantee the best quality and freshness, it was a logical step to grow our own", says GM Luke Prokopavicius.

Fresh Farm has an impressive product range including 12 different types of lettuce, Kale, Tomatoes and even strawberries. Everything is 100% pesticide free, grown on a 25 hectare custom built hydroponic farm.

"Our distribution is such that generally when we receive an order, the goods are still growing," reports Prokopavicius, "that way the quality and yield of Fresh Farm products is just amazing. Compass handles the packing and logistics and the result is happy chefs".



The strawberries are already proving a hit with national airline Garuda purchasing over 150kg a month. Fresh Farm is already having to increase production and will continue to expand the range of products, available exclusively through Compass Fresh.

Contact luke@compassfresh.com for more details.

By Compass Fresh

SGRM announces AZURE - A revolutionary healthcare insurance package for Worldwide Yacht Crew

SGRM International Insurance Brokers presents AZURE; our new Yacht Crew Health Insurance product. It literally blows away the competition and is the Crew Benefits product for the next decade and beyond.

AZURE is what Captains, Crew, Managers and Owners have been waiting for.

- Substantial savings over current Yacht Crew policies

- Proven product with 1.5 million beneficiaries worldwide

- Worldwide coverage, including substantial coverage throughout Asia.

- US coverage - 4,700 hospitals & 724,000 healthcare professionals (Aetna Global Network)

- More benefits for group plans and families

- Easy management for Captains & Managers with web platform

- "The French Pack" fully compliant solution with the "social security" chapter of the MLC as implemented by new French Social Security Laws

- SGRM is the exclusive US agent of AZURE, a WYCC-AIG healthcare plan

Contact us wyc@sgrm-insurance.com. Contact us to find out more during the Singapore Yacht Show.

By SGRM- International Insurance Brokers

CHEURAM Connects Europe and Asia

APSA member Mr. Henning Schwarzkopf strengthens his foothold as a legal and business consultant by bridging European and Asia businesses.

As a practicing lawyer in Germany and France with his offices in Hamburg and Antibes, Mr. Schwarzkopf also helms the fort as the Managing Director of CHEURAM Group, a consulting company in Hong Kong and Singapore. The company focuses on business and legal services to the superyacht industry in Asia with a focus on European clients wishing to build a presence in the Asian market.

With Managing Director Mr. Ng Teck Wee, a Singaporean shipping expert, CHEURAM Singapore offers the entire spectrum of services from company structures, newbuilding contracts and yacht management agreement to ship & yacht finance. At the same time, Messrs. Schwarzkopf and Ng assist APSA members and Asian superyacht clients in their European activities.

By Cheuram Consulting



CREATING YOUR PERFECT YACHT IS A JOURNEY WE'LL MAKE TOGETHER

Sanlorenzo yachts are entirely made-to-measure. So when it comes to crafting your "Home at Sea", we believe that every single detail has the greatest importance. The new SL78 pays homage to the elegant and timeless sanlorenzo design first crafted in 1958, by perpetuating its unique combination of tradition and innovation. This 25-meter yacht is conceived to harness the flow of the sea – and also to make you feel perfectly "at home". Your vision of absolute comfort brought to life with our tradition of incomparable craftsmanship means that owning an SL78 is an adventure that begins well before you reach the sea.

#SL78
SANLORENZOYACHT.COM

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China Hong Kong Indonesia Malaysia Singapore Taiwan Thailand

SANLORENZO
YOUR VISION. OUR CRAFT.

Simpson Marine receives order for the new 2018 Premiere Sanlorenzo 31-metre yacht

Simpson Marine is delighted to announce recent sale of the new Premiere 2018 model from the Sanlorenzo GRP range into Singapore.

The 31-metre yacht still remains a well-kept secret and is expected to be officially unveiled by Sanlorenzo at the Cannes Yachting Festival this Autumn, 11-16 September 2018. The yacht, conceptualised by the famous Italian Zuccon Design Studio, will set new, unexpected standards in the yacht design industry with its innovative features and totally revised general structural concept, in line with Sanlorenzo's strong focus on constant innovation and engineering research.



The yacht will arrive in Singapore in early 2019 and will be presented as Asia Premiere at the Singapore Yacht Show 2019.

With this recent sale and several other new and pre-owned yacht sales completed in Asia in the past months, and the appointment of Nick Stratton, former Singapore Country Sales Manager at Simpson Marine to a dedicated Sanlorenzo Asia Manager relocated now to Simpson Marine Headquarters in Hong Kong, Sanlorenzo is expanding rapidly in Asia and expects 2018 to become the most successful year to date.



"Momentum with Sanlorenzo is building rapidly throughout Asia Pacific, which is no surprise as it was simply a matter of time for clients to recognize the leap in quality and craftsmanship that comes with a Sanlorenzo Yacht. We are finding that the brand appeals to experienced yacht owners wanting a beautiful yacht but also a reliable one designed as they want it and built to stand the harsher environments of Asia. The appeal of the three unique lines in the yacht class >126ft, SD, SL and SX means there is a yacht suitable for all requirements", says Nick Stratton, Sanlorenzo Asia Sales Manager.



At the moment Sanlorenzo yachts and superyachts are already based in China, Hong Kong, Taiwan, Singapore and Thailand, with new exciting arrivals expected this year to both North Asia and South East Asia.

Next stop for Sanlorenzo in Asia is the Singapore Yacht Show 2018, 12-15 April showcasing the new planing entry-level mini superyacht, SL78 at the Simpson Marine dedicated Premier Dock.



To receive more information on Sanlorenzo in Asia, please contact:

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+66 9670 4592

Ewa Stachurska
Group Marketing Manager
Ewa.stachurska@simpsonmarine.com
+852 9191 6315

Desiree Goh
Regional Marketing Manager
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+66 9828 1205

By Simpson Marine

Join us April 12-15 to experience the luxury of Camper & Nicholsons at Singapore Yacht Show 2018

Camper & Nicholsons Marinas are participating in conjunction with Camper & Nicholsons Asia in the leading Asia yacht show, Singapore Yacht Show. The 8th edition of the Singapore Yacht Show will take place from 12 – 15 April 2018 at the award-winning ONE°15 Marina in Sentosa Cove.

Singapore is a global commerce, finance, transport and regional hub for yachting. The show is fully supported by the global yachting industry and the Singapore Tourism Board. Apart from showcasing some of the world's finest superyachts, a range of luxury goods and marketing activities are available to capture the attention of customers especially the young Asian generation.

If you are looking for the unrivalled experience in yachting and marina services, please make your visit to us to unlock the world of Camper & Nicholsons.

A Camper & Nicholsons broker is available to pre-schedule appointments for yacht viewings and provide you with comprehensive advice and recommendations.

Show Dates: 12 – 15 April 2018 (Thursday to Sunday)

Opening Hours: 3pm – 9pm (12 – 14 April), 3pm – 8pm (15 April)

Location: K17, East Pavilion, ONE°15 Marina Club

Contact your Camper & Nicholsons broker today to arrange your visit.

By Camper & Nicholsons

IMS Doubles Management of Luxury Charter Fleet

Indonesian Marine Services (IMS), Indonesia's leading yacht management company announces the addition of two new luxury charter boats under IMS Management.

IMS currently manages the Aman Resorts fleet of Amanikan and Amandira as well as the highly rated new addition Rascal.

With two new Rascal ships under construction, IMS has struck a deal with the owners to manage the new projects through the construction phase and into operation.



"This is a huge step forward for us," says IMS Head Engineer Alex Harrison, "we have the personnel and the systems to handle a bigger fleet and despite the logistical challenges we are able to do that efficiently".

IMS has two former superyacht engineers on staff, a Crewing and HR Manager and a full retail support team.

"Our resources go far beyond what is locally available and our results speak for themselves. We are excited to be involved with Rascal which is one of the most dynamic charter brands in operation and look forward to expanding with them" said Harrison.

By Indonesian Marine Services

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66 Flybridge
52 Flybridge
44 Flybridge

655 Coupe
377 Coupe

YachtSide is an international company with headquarters in Monaco and offices in Phuket and Palma. Its team totalize 40 years' experience in the yachting world (sales of new and pre-owned yachts, charter, management).

YachtSide is exclusive dealer for the famous **ASTONDOA** Spanish shipyard offering yachts from 44' up to 120'.

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+66 (0)76 681 030, www.yachtsidegroup.com**

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simpler & easier management



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- Proven product with already 1.5 million beneficiaries
- US coverage - 4,700 hospitals & 724,000 healthcare professionals (Aetna Global)
- More benefits for group and family plans
- Easy management for Captains & Managers with web platform
- The "French Pack" fully compliant solution with the "social security" chapter of the MLC, as implemented by the new French Social Security Laws
- One product for employee benefits globally, whatever nationality, fiscal residence, vessel flag, or employer location

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A WASTE OF MONEY.

SO WE CREATED
ONE THAT ISN'T.



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HAWK YACHTS

Hawk Yachts is a European company that challenges the superyacht industry status quo by developing high-value superyachts with purpose that provide investment opportunities for the owners. Within the Group we provide yacht design, naval architecture, build supervision, post sale management and services and charter/cruise sales.

**Nick Lockett, nl@hawkyachts.com
+33 (0)6 87 51 12 59, www.hawkyachts.com**

Indonesian Marine Services (IMS) is the most highly resourced Marine Management company in Indonesia. With two former superyacht Engineers head up the Engineering division, a crewing and management division, a retail division and IMS Bunkering now the top independent fuel supplier in Indonesia, IMS has every aspect covered!

IMS

Indonesian Marine Services

**Richard Loffhouse, ims@indonesianmarineservices.com
+62 8113400668, www.indonesianmarineservices.com**

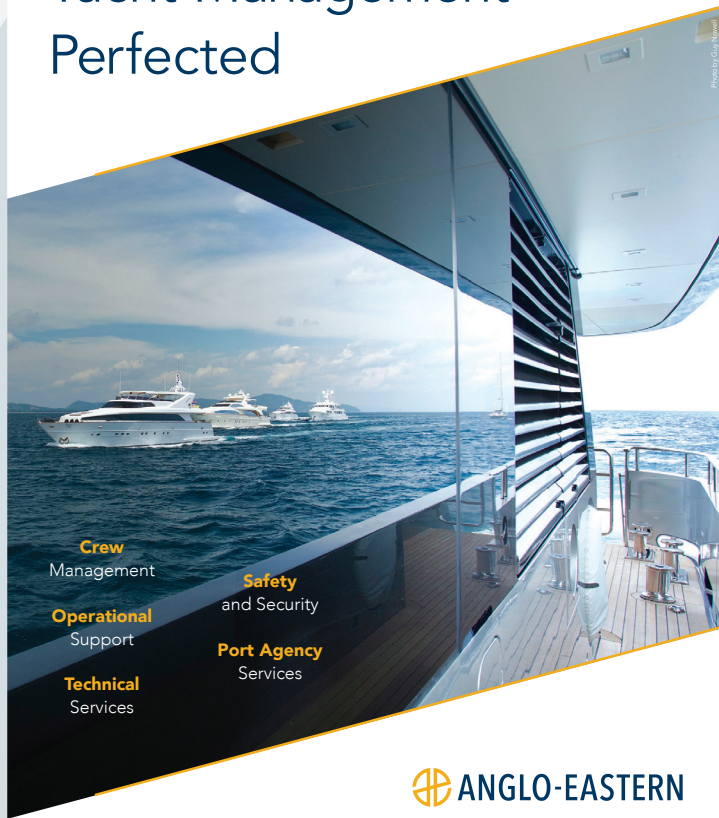
SGRM - International Insurance Brokers is the worlds fastest growing health insurance company dedicated to the Yachting industry.

SGRM specializes in crew health insurance for the maritime and airline industries with offices in Florida, France, Tokyo & affiliates around the world.

In March 2018 SGRM launched AZURE especially for yacht crew. Proven with 1.5 Million beneficiaries worldwide, it is rated as the most comprehensive crew health insurance product globally.

**Christopher Abba, Info@sgrm-Insurance.com
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You'll see the **Cayman Islands** Red Ensign on ships and yachts around the world, and besides vessel and mortgage registration, **Cayman Registry's** services include survey and certification, crew compliance, vessel construction supervision and bespoke maritime consultancy services. Clients enjoy the highest standard of service, expertise and efficiency.



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At **OCEA**, we have always been driven by our passion for the sea and our commitment to fulfill our customer's expectations by offering high quality products and services. Our valuable experience and expertise helped us create reliable and comfortable yachts to enable a genuine experience with the sea.

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Nautical Nights at the Salt House, Cairns Marlin Marina

Thank you to our sponsors, Australian Superyacht Services Qld and BSE Maritime Solutions for the fantastic Nautical Nights at the Salt House!

We had a great night with Superyacht captains and crew, and our Super Yacht Group Great Barrier Reef members! We were honoured to have Mayor Bob Manning and TTNQ Chair, Wendy Morris in attendance. See you all next at our April edition at the Salt House, Cairns Marlin Marina!

Our region is experiencing record visitation at the moment with super yachts enjoying the convenience of the ideal location, high-end services and amazing destination experiences. Reports back on various areas of the Ribbon Reefs are fantastic with healthy, regenerated reef areas and a colourful abundance of marine life. Please contact us for further detailed information and to speak with our expert marine biologists who can direct you to these areas or see our online super yacht guide book for ideal private cruising grounds.



By Super Yacht Group Great Barrier Reef

34.2m Custom Line yacht "Happy Days" is available for sale through Lee Marine

Happy Days is an immaculate 34.2m Custom Line yacht that is available for immediate delivery in Asia. Delivered new by Lee Marine in 2013, she is your villa on the sea and is a proven performer whose adventures will inspire you. Maintained and operated by a professional crew since launch, and benefitting from recent works to make her ready for the next owner, this is an opportunity to walk onto a perfect yacht ready for your immediate enjoyment.

She features spacious areas, both below decks and in the open, a master suite on the main deck and four spacious guest cabins with large open view windows overlooking the sea. The interior is light and bright with bleached oak timbers,

ASTONDOA expands its international presence with the appointment of YACHTSIDE as DEALER in the Asian market

Astilleros Astondoa announces the appointment of YACHTSIDE as dealer to operate in the Asian market from its office in Phuket, Thailand.

YACHTSIDE, part of group Be in Yachts, is a company with a strong international focus, with offices in Monaco and now in Thailand, specialized in yachting, as well as in the management of yacht charters. Founded by Philippe Chadel more than 25 years ago, it was appointed dealer Astondoa for the Mediterranean area a few months ago, an agreement that is now expanding.

With this agreement, ASTONDOA reinforces its international strategy that has been developing since last year with the introduction of new models recently presented at the Cannes Yachting Festival. On the one hand, the Astondoa 80 Flybridge, an evolution of the previous model that, through its lines, adapts to the new designs of the shipyard; and, for other, Astondoa 100 Century, the consolidation of the project Century, a 30,50 meters yacht which exterior and interior, innovative but stable design, there is work of the department of design of the shipyard as its older brother the model Astondoa 100 Century.

About ASTONDOA

100 years of tradition and four generations of Astondoa family dedicated to the manufacture of boats sustain to Shipyards Astondoa.

Heritage, quality and avant-garde are the DNA of the company that throughout its history has clearly focussed for the technology in the construction of exclusive craft, made to measure, to satisfy one hundred per cent to those seeking to enjoy the experience of sailing on an exclusive and unique boat.

On the international market, Astondoa has presence, across its distributors, in Europe (France, Monaco, Italy and Poland), Russia, Dubai, Lebanon, Thailand and the United States (Miami).

For more information: Mar Lucena / Carmen Herrero
marketing@astondoa.es + 34 620852004 / 655 840 443, www.astondoa.es

By Yachtside

wood flooring throughout the main deck and a color palette provided by Luxury Projects which give the yacht her unique and distinctive flair.

Powered by twin MTU 2775HP engines, she cruises at 23kts and has a 26kt top speed. On board comfort is guaranteed by 4 x Mitsubishi ARG zero speed stabilisers and TRAC fins for cruising stability. The large garage houses the tender and jetski, whilst a foredeck garage offers plenty of space for the toys.



Main Characteristics

TYPE: Planing Motor Yacht
HULL: CL112 # 25
BUILDER: CRN S.p.A – Ancona
NAVAL ARCHITECT:
AYT – FerrettiGroup Engineering



EXTERIOR DESIGN:

Zuccon International Project

INTERIOR DESIGN:

Zuccon International / Laura Pomponi

YEAR: 2013

REFIT: n/a

CLASSIFICATION:

Built to RINA S.p.A – 100 A1.1 "Yacht"

CONSTRUCTION:

GRP Hull and Superstructure

CREW: 6

FLAG: Cook Islands

ENGINES:

2 x 2,800HP MTU 12V4000 M90 GT 213 tons

DISPLACEMENT: (Unladen) 121 tons

For more information about *Happy Days*, please contact Martin Holmes at martin@leemarine.com.



By Lee Marine

OCEA 125XP: The Explorer

In close cooperation with Joubert-Nivelt Design and Borella Art Design, the Sables-d'Olonne shipyard has developed a unique motor yacht for delivery to brokerage company Camper & Nicholsons.



The Camper & Nicholsons saga has been in writing since 1782; this centuries-old company is a veritable institution in the world of luxury yachts. With its ten subsidiaries worldwide, the company is today's undisputed No. 1 in the sector. "We mainly offer used boats, but we also have several brand new ones, as well as projects in progress or at the planning stage like this one," explains Charles Ehrardt, Senior Sales Broker at Camper & Nicholsons International. Even though the customer can still ask for modifications, the technical development has already been completed, giving us a good six months' start on the boat's construction. "OCEA boats are renowned for their eye-catching lines and their quality construction," continues Charles Ehrardt, "and it's a pleasure to deal with a French shipyard."

To the end of the oceans

The silhouette designed by Michel Joubert cannot belie the OCEA 125XP's true vocation: it's a deep-sea vessel designed for crossing oceans and exploring. With its high bulbous bow, it can happily tackle all weather conditions, while its 5,000 nautical mile range makes voyages to the end of the world - even to the far-flung corners of Greenland or Spitsbergen thanks to its ice classification - a reality. For landing on coasts with no port infrastructure, the OCEA 125XP includes a well sheltered 9-metre tender at the stern, with lowering by a davit system. This is quite a rare feature on yachts and very reassuring when the ship is in a region where there is little shelter. For advance exploration, the aft deck can accept other "toys" on its starboard side. Further storage space is also provided on the sundeck for lightweight craft.

Warmth and calm after the adventure

With the sundeck topped by a crew's nest, the upper deck housing a lounge with large picture windows, and a panoramic quarterdeck protected from the wind for alfresco dining, the guests are constantly bathed in landscapes. They also get to enjoy the fabulous interior arrangements designed by the Borella Art Design agency. "I love working on products with their own personality," confides Nicola Borella. "The OCEA 125XP is intended for voyaging all over in the idea of luxury. When you return on board after adventuring, you want warmth and calm.

That's why I set out to create a world that is real and poetic, comfortable, and unashamedly luxurious, all at once." And that's the idea behind the choice of soft colours and outstanding materials: koto, a creamy white African wood with a flecked appearance, and louro faia, a South-American lacewood with a meshed structure, along with wool and silk rugs, chromework, supple full-grain leathers, Cristal Lalique decorative items, and the rest. "The OCEA 125XP is the culmination of various projects on the theme of calm and lightness. It's the most beautiful product we've ever made," adds Nicola Borella.

Above all, it's an outstanding motor yacht, the ultimate explorer, ready for delivery starting 2020.

PROJET OCEA 125XP

NAVAL ARCHITECT : JOUBERT-NIVELT
INTERIOR DESIGNER : BORELLA ART DESIGN
LENGTH OVERALL : 38.00 m
BEAM : 8.50 m
MAX DRAFT : 2.50 m
MAX SPEED : 13.0 kts
CRUISING SPEED : 12.0 kts
RANGE : 5.000 nm @ 10.0 kts
GUESTS : 8
CREW : 7

For additional information, layouts proposals, budgets indications, please contact the OCEA Yacht Department.

By OCEA



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