



# WELCOME TO OUR 2016-2017 BROCHURE. CELEBRATING 10 YEARS OF BEING A BREED APART.





# CONTENTS

002	WELCOME	093	NEW BUILD & PROJECTS
009	MANAGEMENT	111	BERTHS
015	CHARTER	124	EVENTS
059	SALES	126	INDEX



# A DECADE OF DISTINCTION

We are delighted to welcome you to YACHTZOO's 10th anniversary catalogue, celebrating a handpicked selection of superyachts for sale and charter, as well as some remarkable new construction and project opportunities.

When we set up the company in 2007, it was our vision as the founding partners of YACHTZOO to create a new evolution in yachting services. We saw each yacht as having a unique set of attributes, their own strengths and characters. Instead of simply offering clients the biggest or most expensive option on the market, our aim was to provide the right fit for their needs, and a lasting match. Today, it continues to be our privilege to offer this personalised, dedicated service to each of our clients.

We are proud that, after a decade of passion for excellence, the YACHTZOO range of services is stronger than ever. Whether your needs are in superyacht brokerage, charter, management, new construction, or all of the above, we offer a personal and discreet service that is truly exceptional.

Our dynamic, expanding team provides YACHTZOO's clients with access to a very special group of leading experts in yachting. Positioned on both sides of the Atlantic, in the yachting hubs of Monaco and Fort Lauderdale, we are dialed in to the global mechanics of yachting and the latest opportunities for our clients.

We thank you for joining us on our journey of YACHTZOO's first decade, and look forward to working with you for many years to come.



# TEAMMONACO

# FOUNDING PARTNERS



DARRELL HALL PARTNER & SALES BROKER DARRELL@YACHT-ZOO.COM



KIRSTEN RINGSING PARTNER & CHARTER BROKER KIRSTEN@YACHT-ZOO.COM





NEAL BATEMAN SALES BROKER NEAL@YACHT-ZOO.COM



CHRIS RICHARDSON PARTNER & SALES BROKER CHRIS@YACHT-ZOO.COM



PAOLA SCALABRINO PARTNER & CHARTER BROKER PAOLA@YACHT-ZOO.COM



PATRICK AUBERT ADMINISTRATIVE MANAGER PATRICK@YACHT-ZOO.COM



JULIE BICHON CHARTER MANAGER JULIE@YACHT-ZOO.COM



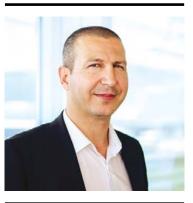
CÉLINE EFFRAY YACHT MANAGER CELINE@YACHT-ZOO.COM



SPLINTER FANGMAN BROKER SPLINTER@YACHT-ZOO.COM



SOLENE FORMÉ ACCOUNTANT SOLENE@YACHT-ZOO.COM



DAVID PEANO MANAGEMENT DIRECTOR DAVID@YACHT-ZOO.COM



JOHN SCHIAVO SALES BROKER JOHN@YACHT-ZOO.COM



MARK BURDIS SALES BROKER MARK@YACHT-ZOO.COM



GIULIANA ELLIS CHARTER ASSISTANT GIULIANA@YACHT-ZOO.COM



GUY MARCHAL SALES BROKER & YACHT MANAGEMENT GUY@YACHT-ZOO.COM



MARIE PERRIER SALES & MARKETING MARIE@YACHT-ZOO.COM



ALEXANDER VAAL SALES BROKER ALEX@YACHT-ZOO.COM

# TEAMUSA

THE TEAM



DAVID ROSS CEO - FORT LAUDERDALE DAVID.ROSS@YACHT-ZOO.COM



NIGEL BEATTY SALES BROKER NIGEL@YACHT-ZOO.COM



DEE KRALEY CHARTER MANAGER DEE@YACHT-ZOO.COM



DAYLE LOUWRENS OFFICE MGR & FINANCIAL CONTROLLER DAYLE@YACHT-ZOO.COM



GRACE ZEILMANN SALES BROKER GRACE@YACHT-ZOO.COM





# YACHT MANAGEMENT TROUBLE-FREE OWNERSHIP

Managing a large luxury yacht is a proactive and complex process. At YACHTZOO Management Division, we take care of the yacht's administration, maintenance and compliance with regulations, so as an Owner you can relax and enjoy your asset.

Our proven Yacht Management process consistently shows a reduction in costs and downtime, providing Owners and Captains with enhanced efficiency, safety and complete peace of mind. The YACHTZOO Management team provides clients with a broad range of practical skills, from commercial maritime operations to new build project management. We are also Document of Compliance certified for a number of major flag states.

YACHTZOO provides comprehensive management services, and supports our fleet on a day-to-day basis by relieving Captains of some of their burden, which allows them to spend more time on the things that matter. Our worldwide network of suppliers, shipyards and banks helps us to anticipate and satisfy our clients' every need. We will always represent the Owner's best interest and be clear and transparent throughout.





# **YACHT** MANAGEMENT SERVICES

#### FINANCIAL ADMINISTRATION

Budget preparation and approval Opening bank accounts Master credit / debit cards Cash to Captain Clearing and pre-approval of invoices Day-to-day running accounting Accounting reports

#### **CREW ADMINISTRATION**

Recruitment supervision Verification of reference and certificates Crew contract information Monthly payroll management

#### **TECHNICAL & REFIT**

Technical support Planned maintenance Yard supervision Monitor guarantees Maintenance system

Claim management

INSURANCE ARRANGEMENT

Competitive underwriter quotes

#### SAFETY & SECURITY

ISM / ISPS Flag compliance Audit and survey Procedures and policies

#### LOGISTICAL SUPPORT

Communication subscriptions Fuelling assistance Assistance with crew travel Berthing assistance

# HOW MANAGERS CAN ASSIST YOUR NEEDS

# WHAT ARE THE CRITERIA YOU SHOULD USE FOR SELECTING THE RIGHT MANAGEMENT COMPANY?

Do they have experience in management and operations beyond yachting? Are they proactive not reactive to potential problems? Are they able to span multiple time zones with their support? How do they approach management; is it with a longterm view that balances costs well? These are some of the questions you might want to ask.

A management company has a serious duty to uphold because it is directly involved with practically all operational matters on board. Therefore it is important that you feel the team is professional and keen to go above and beyond the essential requirements to do their duty to the highest standard possible.

The members of the yacht management team should give you a feeling of confidence in all your exchanges, from the very first meeting. They should give you honest answers to your questions, and make sure your expectations are aligned with what is practically possible.

# WHAT ARE THE BENEFITS OF HAVING SHORE-BASED YACHT MANAGEMENT SUPPORT?

Whatever the size of your yacht, whether it is private or for charter, it is a high value asset. Your yacht management company must work to maintain the retail value of the yacht; control and optimise the running costs; keep it running smoothly so it is available to use; and it should give you peace of mind to make sure yachting remains a pleasure for you as the owner.

# WHEN IS IT COMPULSORY TO HAVE SHORE-BASED YACHT MANAGEMENT SUPPORT?

Any commercially operated (ie charter) yacht over 500GT needs shore-based yacht management support as stipulated by the ISM Code. The management company must hold a Document of Compliance corresponding to the flag registry of your yacht. However, if as a private yacht owner you would like to maintain commercial certification, it is also a requirement. It is also important to remember that these more stringent safety requirements are put in place for a reason, and whether you are a private yacht or chartering, the safety of life of those onboard should always be paramount. Shore-based yacht management is a smart option for any and every yacht, whether private or for charter, under or over 500GT.

#### HOW DOES YACHTZOO YACHT MANAGEMENT MAKE THE DIFFERENCE?

Our team understands that the smooth operation of a yacht is the result of good collaboration between the Captain, management company and representatives of the owning company of the yacht. Our proactive and dedicated team will never shy away from our responsibility to the yacht or put our duties onto the captain's shoulders. Our team members have practical experience at sea; they can empathise with the captain's responsibilities while aiming to achieve the owner's demands for the yacht. They also draw on diverse maritime sector backgrounds, including deepsea commercial operations, which help us in going above and beyond the standard requirements for all operations.

YACHTZOO's offices are located on the two largest yachting



business hubs in the world, Monaco and Fort Lauderdale, so we are well connected and can provide continuity, wherever your yacht is located.

CONTACT OUR MANAGEMENT TEAM AT YACHTMANAGEMENT@YACHT-ZOO.COM





# **CHARTER** FALL IN LOVE WITH YACHTING

A superyacht charter is a holiday experience unlike any other. Taste outstanding cuisine from a world-class chef; experience new countries and cultures from a private and luxurious moving base; and enjoy special moments with your friends and family that will stay with you forever.

At YACHTZOO, we pride ourselves on getting to know your specific needs and desires, to make each charter special. Our team of expert charter brokers has direct knowledge of all of the top superyachts on the charter market worldwide. YACHTZOO's charter brokers will guide you through the entire experience; there is no detail too small and no request too specific, in order to ensure a YACHTZOO charter exceeds your expectations, every time.

If you are looking to charter out your yacht, our dedicated team of charter managers will work with you to make sure we promote it to the pool of charter brokers and clients in the best way possible.

#### THE CHARTER TEAM

Giuliana Ellis, Splinter Fangman, Kirsten Ringsing, Paola Scalabrino, Juie Bichon



### NIRVANA

BUILDER:	OCEANCO
YEAR:	2012
LOA:	88.50M (290'4")
BEAM:	14.20M (46'7")
GUESTS:	12 IN 6 STATEROOMS
CREW:	27
CRUISE SPEED:	16 KNOTS
MAX SPEED:	19.5 KNOTS

#### WEEKLY RATES:

SUMMER: EUR 900 000 / EUR 800 000 WINTER: EUR 900 000 / EUR 800 000











# ALFA NERO

BUILDER:	OCEANCO
YEAR:	2007
LOA:	82.00M (269'0")
BEAM:	14.20M (46'7")
GUESTS:	12 IN 6 STATEROOMS
CREW:	23
CRUISE SPEED:	14 KNOTS
MAX SPEED:	21 KNOTS

WEEKLY RATES: SUMMER: EUR 840 000 WINTER: EUR 840 000



PLAN B

BUILDER:	HDW / THYSSENKRUPP
YEAR:	2012
LOA:	73.10M (240'0")
BEAM:	12.00M (39'4")
GUESTS:	12 IN 8 STATEROOMS
CREW:	20
CRUISE SPEED:	13 KNOTS
MAX SPEED:	17 KNOTS

WEEKLY RATES: SUMMER: PLEASE ENQUIRE WINTER: PLEASE ENQUIRE











# SYCARA V

BUILDER:	NOBISKRUG
YEAR:	2010
LOA:	68.20M (223'9")
BEAM:	12.50M (41'0")
GUESTS:	12 IN 6 STATEROOMS
CREW:	18
CRUISE SPEED:	14.5 KNOTS
MAX SPEED:	17 KNOTS

WEEKLY RATES: SUMMER: EUR 585 000 WINTER: EUR 585 000





### VERTIGO

BUILDER:	ALLOY YACHTS
YEAR:	2011
LOA:	67.20M (220'6")
BEAM:	12.50M (41'0")
GUESTS:	12 IN 5 STATEROOMS
CREW:	11
CRUISE SPEED:	12 KNOTS
MAX SPEED:	18 KNOTS

#### WEEKLY RATES:

SUMMER: EUR 325 000 / EUR 245 000 WINTER: EUR 325 000 / EUR 245 000













## SILVER ANGEL

BUILDER:	BENETTI
YEAR:	2009 / 2015
LOA:	64.50M (211'7")
BEAM:	12.00M (39'4")
GUESTS:	12 IN 7 STATEROOMS
CREW:	19
CRUISE SPEED:	15 KNOTS
MAX SPEED:	16 KNOTS

#### WEEKLY RATES:

SUMMER: EUR 450 000 / EUR 425 000 WINTER: EUR 450 000 / EUR 425 000





# **TOP FIVE** YACHTING SPOTS FOR CAR FANATICS

Luxury cars and superyachts have long been positioned side by side at the pinnacles of technology and craftsmanship. If your wanderlust is only satisfied with a generous side helping of speed, here we pick out the top five superyacht-meets-car experiences. From attending world-class events, to jumping in an Aston Martin DB5 and exploring Montenegro, there is something for every car connoisseur.

#### PEBBLE BEACH, US

Every August, 200 of the most prized collector cars in the world congregate on the 18th fairway of Pebble Beach Golf Links. Established in 1950, the Pebble Beach Automotive Week (left), culminating in the Pebble Beach Concours d'Elegance, has developed into the most revered and respected collector car competitions in the world.

As a links course, Pebble Beach's connection to the sea is unmistakable and the event is ideally positioned next to Monterey, one of the few natural all-weather ports of refuge on the Californian coast. Enjoying this exclusive event from the comfort of a yacht is one of the most unforgettable experiences a car enthusiast can have, no matter what their age or automobile predilection.



#### MONTE CARLO, MONACO

With premium seats for both the Monaco Historic Grand Prix, and the Formula I Monaco Grand Prix (above) in high demand, watching the action from the deck of a superyacht berthed in Port Hercule guarantees an ideal view and an incredible atmosphere.

Arguably the world's most glamourous sporting event, the notoriously demanding course, peppered with numerous elevation shifts and tight corners, is guaranteed to sate the appetite of every car aficionado.

These events, perfectly placed on the Riviera, also benefit from their position just hours away from the cruising hot spots of Saint Tropez, St Jean Cap Ferrat and Cannes.

#### **BARCELONA, SPAIN**

Taking place between the 13 and 15 May, the Spanish Formula 1 Grand Prix 2016 will once again be held at its perrenial home of the Circuit de Barcelona-Catalunya. The track was built 25 years ago for the Olympic Games, and marked the return of Formula 1 to its European heartland, on the doorstep of the cosmopolitan city of Barcelona.

Formula 1 enthusiasts can berth in the comfortable and convenient setting of OneOcean Port Vell, with its stunning yacht club featuring a restaurant, gym and spa, before heading out to enjoy the thrill of

the racing. To celebrate its proximity to the epicentre of European F1, the marina organises an exciting mixture of live music, cocktails, fast cars and food, bringing the party straight to your passerelle.

#### TIVAT, MONTENEGRO

Using a berth at Porto Montenegro as a base for a road trip to Dubrovnik and beyond is a wonderful way to experience coastal roads packed with stunning scenery and spectacular landscapes, all with the knowledge that your yacht is only a tender journey away.

These roads aren't for the faint hearted, with twists and turns to challenge even the most confident driver. For those wishing to stay closer to their Porto Montenegro base, the 120km round trip around the Bay of Kotor looping back to the Savina Monastery showcases some of the most breathtaking vistas of the Montenegrin coast.

#### **BAY OF NAPLES, ITALY**

Dominated by the formidable presence of Mount Vesuvius, the 200km round trip between Marina di Stabia and Salerno (below) is one of Italy's top road trips. Circling the Parco Regionale dei Monti Lattari, and snaking along the stunning coastal roads, this white knuckle drive is challenging and rewarding in equal parts. A perfect day trip, offering car enthusiasts a break from the pleasures of cruising the Amalfi coast, can be ideally interspersed with city tours of the chic Positano or the bohemian Ravello.









#### 11.11

BUILDER:	BENETTI
YEAR:	2015
LOA:	63.00M (206'8")
BEAM:	10.80M (35'5")
GUESTS:	12 IN 6 STATEROOMS
CREW:	16
CRUISE SPEED:	15 KNOTS
MAX SPEED:	18 KNOTS

#### WEEKLY RATES:

SUMMER: EUR 650 000 WINTER: EUR 650 000









# FORCE BLUE

BUILDER:	ROYAL DENSHIP
YEAR:	2002 / 2016
LOA:	63.30M (207'8")
BEAM:	11.40M (37'5")
GUESTS:	12 IN 6 STATEROOMS
CREW:	21
CRUISE SPEED:	14 KNOTS
MAX SPEED:	16 KNOTS

#### WEEKLY RATES:

SUMMER: EUR 245 000 / EUR 195 000 WINTER: EUR 245 000 / EUR 195 000





### SEALYON

BUILDER:	VIAREGGIO SUPERYACHTS
YEAR:	2009
LOA:	61.80M (202'9")
BEAM:	11.80M (38'9")
GUESTS:	12 IN 6 STATEROOMS
CREW:	16
CRUISE SPEED:	15 KNOTS
MAX SPEED:	17 KNOTS

#### WEEKLY RATES:

SUMMER: EUR 375 000 / EUR 325 000 WINTER: EUR 375 000 / EUR 325 000











### MINE GAMES

BUILDER:	BENETTI
YEAR:	2010 / 2015
LOA:	62.00M (203'5")
BEAM:	10.40M (34'1")
GUESTS:	12 IN 6 STATEROOMS
CREW:	14
CRUISE SPEED:	14 KNOTS
MAX SPEED:	16 KNOTS

WEEKLY RATES: SUMMER: USD 375 000 / USD 330 000 WINTER: USD 375 000 / USD 330 000



### SEAWOLF

BUILDER:	J&K SMIT
YEAR:	1957 / 2015
LOA:	58.83M (193'O")
BEAM:	10.80M (35'0")
GUESTS:	12 IN 6 STATEROOMS
CREW:	14
CRUISE SPEED:	12 KNOTS
MAX SPEED:	15 KNOTS

WEEKLY RATES: SUMMER: USD 195 000

WINTER: USD 195 000









m



BUILDER:	PERINI NAVI
YEAR:	2013
LOA:	58.60M (192'3")
BEAM:	11.40M (37'5")
GUESTS:	12 IN 5 STATEROOMS
CREW:	11
CRUISE SPEED:	12.5 KNOTS
MAX SPEED:	15.5 KNOTS

WEEKLY RATES: SUMMER: EUR 250 000 WINTER: EUR 250 000











### CARPE DIEM

BUILDER:	TRINITY YACHTS
YEAR:	2011
LOA:	58.20M (191'11")
BEAM:	10.20M (33'6")
GUESTS:	12 IN 6 STATEROOMS
CREW:	11
CRUISE SPEED:	14 KNOTS
MAX SPEED:	21 KNOTS

WEEKLY RATES: SUMMER: EUR 425 000 WINTER: EUR 425 000









### QUITE ESSENTIAL

BUILDER:	HEESEN
YEAR:	2011
LOA:	55.00M (180'5")
BEAM:	9.40M (30'10")
GUESTS:	12 IN 6 STATEROOMS
CREW:	13
CRUISE SPEED:	17 KNOTS
MAX SPEED:	24 KNOTS

WEEKLY RATES: SUMMER: EUR 295 000 / EUR 265 000 WINTER: EUR 295 000 / EUR 265 000



### MARAYA

BUILDER:	CRN ANCONA
YEAR:	2008
LOA:	54.20M (177'10")
BEAM:	10.20M (33'6")
GUESTS:	12 IN 6 STATEROOMS
CREW:	15
CRUISE SPEED:	14 KNOTS
MAX SPEED:	16.5 KNOTS

#### WEEKLY RATES:

SUMMER: EUR 300 000 / EUR 270 000 WINTER: EUR 300 000 / EUR 270 000













## MIRAGE

BUILDER:	FEADSHIP
YEAR:	1979 / 2014
LOA:	53.00M (173'11")
BEAM:	8.90M (29'2")
GUESTS:	12 IN 8 CABINS
CREW:	13
CRUISE SPEED:	14 KNOTS
MAX SPEED:	16 KNOTS

WEEKLY RATES: SUMMER: EUR 180 000 / EUR 160 000 WINTER: USD 180 000 / USD 160 000



# DRUMBEAT

BUILDER:	ALLOY YACHTS
YEAR:	2002 / 2014
LOA:	53.00M (173'11")
BEAM:	10.40M (34'2")
GUESTS:	11 IN 5 STATEROOMS
CREW:	10
CRUISE SPEED:	10 KNOTS
MAX SPEED:	14 KNOTS

WEEKLY RATES: SUMMER: EUR 190 000 WINTER: USD 190 000















## LADY NAG NAG

BUILDER:	AMELS
YEAR:	2008 / 2012
LOA:	52.00M (170'7")
BEAM:	9.00M (29'6")
GUESTS:	12 IN 6 STATEROOMS
CREW:	12
CRUISE SPEED:	13 KNOTS
MAX SPEED:	16 KNOTS

WEEKLY RATES: SUMMER: EUR 245 000 WINTER: EUR 245 000







# **THE WINE LOVER'S** YACHTING BUCKET LIST

For many, a yacht charter holiday wouldn't be complete without the superb food and fine wine experience. But for wine connoisseurs, or oenophiles, there is an abundance of special privileges to enhance your yacht charter even further.

From historical vineyard tours to guided tastings with the very best noses in the business, the YACHTZOO charter team highlights some great opportunities to add a splash of wine to your superyacht charter.

## **BLENDING CULTURE & WINE**

For centuries, the Cistercian monks of Abbaye de Lérins on Saint Honorat (right) have been cultivating vines on this small, peaceful island a few miles off Cannes. The first settlement of the monks took place around 400AD, some 1,500 years ago, and it is thought that there has been a vineyard at the abbey virtually since that time. Today, the vines covers just eight hectares of this island, and over the last 15 years, the monks have focused their attentions on producing high-quality wines, including Syrah. Private tours of the abbey and vineyard can be arranged by YACHTZOO, and the island is located just a short tender ride from anchorages and marinas in the surrounding popular cruising grounds between the Cap d'Antibes and Cannes.



## HAVE THE PREMIER CRU COME TO YOU

Rod Smith, one of only 312 Masters of Wine in the world, is based on the French Riviera and can come onboard to offer a private wine tasting during your yacht charter. An enthusiastic 'demystifier' of wine, Rod will guide you through a number of different varieties, enabling you to try new and exciting wines while learning about the intricacies of the different flavours. Couple this with a specially paired dinner from the chef and you have the perfect evening on board.

## CREATE A PERSONAL WINE

With over 400 wineries populating the fertile soil of the Napa Valley, California, there is a huge variety of exciting ways to explore your love of wine. If you are exploring San Francisco by yacht, take a helicopter ride over the famous bay and head north-east to the heart of America's wine country.

For the more daring wine lovers, the Ravenswood Winery offers blending seminars where you can experiment with Zinfandel, Petite Sirah, and Carignane to create your own, personalised bottle of wine. Head to the Palmaz Vineyards where you can marvel at their gravity-flow and gravity-finish subterranean winery, the Cave. This remarkable feat of engineering allows a glimpse into the future of wine production, all the while producing world-class vintages.

### THE ROYAL SEAL OF APPROVAL

The British Isles is becoming more and more popular as a cruising ground for superyachts, whether to take in the racing of Cowes Week or to enjoy the buzz of London from a unique perspective. While in the UK, why not head down to neighbouring county Kent, 'The Garden of England', to explore a unique wine opportunity: Chapel Down is the UK's leading wine maker, having supplied the Royal Wedding back in 2011.

Famed for its sparkling wines in particular, there is an excellent 'wine kitchen' restaurant onsite, The Swan, serving local produce with a chef's table private dining option. You can even try your hand at the art of sabrage (a technique for opening a champagne bottle with a sabre) if you're feeling brave enough!

## A NEW WORLD TREASURE HUNT

No yachting Bucket List for wine lovers would be complete without mention of the Southern Hemisphere's 'Classic New Zealand Wine Trail'. The Trail traces a route ideally enjoyed by yacht from Napier on the North Island, heading down to Wellington and across the Cook Strait to finish in Blenheim on the South Island, a short cruise from the stunning waters of Queen Charlotte Sound (Totaranui).

Covering 80 per cent of the country's wine production, the journey is a taste-bud tour of Hawke's Bay, Wairarapa, Wellington and Marlborough. While in Wellington, be sure to take a helicopter over to Martinborough Vineyard, owned by American entrepreneur Bill Foley, to try one of New Zealand's most prized wines: the Marie Zelie Reserve Pinot Noir 2010, so scarce that it can only be bought at the vineyard.





# PASSION

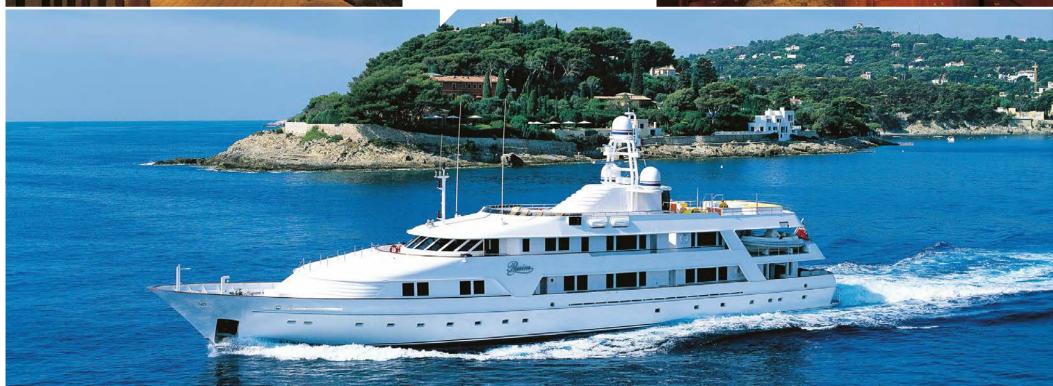
BUILDER:	SWEDESHIP
YEAR:	1989 / 2009
LOA:	52.75M (173'1")
BEAM:	9.15M (30'0")
GUESTS:	12 IN 6 STATEROOMS
CREW:	14
CRUISE SPEED:	14 KNOTS
MAX SPEED:	15 KNOTS

#### WEEKLY RATES:

SUMMER: USD 225 000 / USD 195 000 WINTER: USD 225 000 / USD 195 000









## QM OF LONDON

BUILDER:	BENETTI
YEAR/REFIT:	1998 / 2015
L.O.A.:	49.90M (163'9")
BEAM:	9.00M (29'5")
GUESTS:	12 IN 7 STATEROOMS
CREW:	11
CRUISE SPEED:	12 KNOTS
MAX SPEED:	15 KNOTS

WEEKLY RATES:

SUMMER: EUR 205 000 / EUR 175 000 WINTER: EUR 205 000 / EUR 175 000





041

## OURANOS

BUILDER:	ADMIRAL
YEAR:	2016
LOA:	49.90M (163'9")
BEAM:	8.90M (29'2")
GUESTS:	12 IN 6 STATEROOMS
CREW:	12
CRUISE SPEED:	16.3 KNOTS
MAX SPEED:	17.5 KNOTS

WEEKLY RATES:

SUMMER: EUR 215 000 / EUR 210 000 WINTER: EUR 215 000 / EUR 210 000











# PRINCESS AVK

BUILDER:	SUNSEEKER
YEAR:	2016
LOA:	47.25M (155'O")
BEAM:	9.35M (30'8")
GUESTS:	12 IN 6 STATEROOMS
CREW:	11
CRUISE SPEED:	16 KNOTS
MAX SPEED:	24 KNOTS

#### WEEKLY RATES:

SUMMER: EUR 225 000 / EUR 210 000 WINTER: EUR 225 000 / EUR 210 000





## BIG FISH

BUILDER:	MCMULLEN & WING
YEAR:	2010
LOA:	45.00M (147'8")
BEAM:	9.00M (29'6")
GUESTS:	10 IN 5 STATEROOMS
CREW:	10
CRUISE SPEED:	10 KNOTS
MAX SPEED:	14 KNOTS

WEEKLY RATES:

SUMMER: USD 275 000 / USD 245 000 WINTER: USD 275 000 / USD 245 000















## RELENTLESS

BUILDER:	TRINITY
YEAR:	2001
LOA:	44.20M (145'O")
BEAM:	8.20M (26'11")
GUESTS:	10 IN 5 STATEROOMS
CREW:	10
CRUISE SPEED:	9 KNOTS
MAX SPEED:	12 KNOTS

WEEKLY RATES: SUMMER: USD 132 000 WINTER: USD 132 000





## SIRAHMY

BUILDER:	BENETTI
YEAR:	1981 / 2015
LOA:	43.00M (141'1")
BEAM:	7.40M (24'3")
GUESTS:	10 IN 5 STATEROOMS
CREW:	8
CRUISE SPEED:	12 KNOTS
MAX SPEED:	14 KNOTS

#### WEEKLY RATES:

SUMMER: EUR 85 000 / EUR 80 000 WINTER: EUR 85 000 / EUR 80 000







BUILDER:	CBI NAVI
YEAR:	1999 / 2013
LOA:	41.00M (134'6")
BEAM:	8.50M (27'11")
GUESTS:	12 IN 6 STATEROOMS
CREW:	7
CRUISE SPEED:	13 KNOTS
MAX SPEED:	16.5 KNOTS

WEEKLY RATES: SUMMER: EUR 90 000 / EUR 75 000 WINTER: EUR 90 000 / EUR 75 000



## HEMILEA

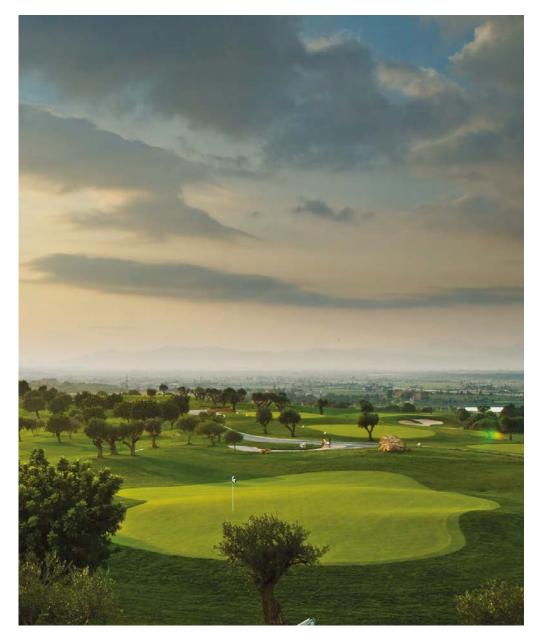
BUILDER:	BAGLIETTO
YEAR:	1992 / 2014
LOA:	41.00M (134'6")
BEAM:	7.40M (24'3")
GUESTS:	12 IN 6 STATEROOMS
CREW:	7
CRUISE SPEED:	20 KNOTS
MAX SPEED:	29 KNOTS

WEEKLY RATES: SUMMER: EUR 95 000 / EUR 85 000 WINTER: EUR 95 000 / EUR 85 000









# **TEEING OFF** While on Board

Few sports can claim the history or whimsical spirit of golf. Originating in Scotland in 1497, players would use a stick to hit a pebble around a natural course of sand dunes, tracks and rabbit holes. Today, golf is popular among all age groups and with both women and men, and it invokes a fanatical, almost addictive, spirit in its followers. Some of the world's most beautiful and challenging courses happen to be close to the regular haunts of superyachts, so whether you are known to enjoy an occasional round or two or you simply couldn't go a week without getting onto the green, here are our recommendations for some of the top courses to visit while on a superyacht vacation.

## CHRISTOPHE HARBOUR, ST KITTS & NEVIS

Although less famous for yachting than neighbouring St Barths and the Virgin Islands, St Kitts has attracted a following of superyachting fans since the development of Christophe Harbour, a full-service yacht resort and hotel featuring a deep-water superyacht marina, residential properties, beach club and restaurant.

Christophe Harbour is currently building a Tom Fazio-designed championship 18-hole course with stunning views of the lush green hillsides and deep indigo Caribbean Sea 500 feet below. Fazio has declared that the course will be the "best of the best" of Caribbean golf courses.

If you can't wait to get onto the green, there are two excellent courses on adjacent island of Nevis, the St Kitts Royal Club and Robert Trent Jones II Golf Course.



#### ALBANY, BAHAMAS

For many, the Bahamas is the perennial yachting destination of choice. Ease of access from Europe and the US, and diverse cruising options from the idyllic Exumas archipelago to the laid-back chic of Harbour Island are strong attractions.

A great option for a cruising stop while in the Bahamas is Albany, which is home to one of the most modern purpose-built superyacht marinas in the region. This luxury resort community, which comes with all the bells and whistles, was part founded by golfing legends Tiger Woods and Ernie Els. As such, it has a suitably thrilling golf course befitting its founders. The par-72, 7,400-yard, 18-hole championship course was designed by Els himself. Albany says that the course "combines the best of links and desert features with windswept dunes and numerous scenic and strategically challenging water features".

Head to Albany in the Bahamas' high season of December to catch some of golf's greatest names battling it out on the course at the epic philanthropic event, the Hero World Challenge.

#### MALLORCA, SPAIN

This Balearic Island is home to a range of excellent superyachting attractions, from the Philippe Starckdesigned Port Adriano in the west to quaint fishing town Soller in the north. It is also a golfing mecca for anyone with a passion for a putt. The exclusive, privately owned links-style course at Son Gual (left and opposite) offers one of the most picturesque rounds on the island, located just a short drive from the main town of Palma de Mallorca.

As the oldest golf course on the island, the John Harris-designed T Golf & Country Club in Poniente offers history and incredible views in equal measure. The 18-hole, par-72 course takes you through rolling hills, passing swaying pines and seven lakes, with the island's mountains for a dramatic backdrop. Be sure to stop at the 19th hole for some R&R and you won't be disappointed; the recently renovated Club House has Mallorcan chic down to a tee, and the restaurant's fresh farm-to-plate menu is an absolute must.

Start or finish an island-hopping tour of the Balearics with a stay at Port Vell in Barcelona; YACHTZOO's partnership with the marina means we can offer some great berthing options to our clients.

### HAWKE'S BAY, NEW ZEALAND

Described by Golf Digest as 'not a links, more like a stratospheric Pebble Beach', Cape Kidnappers (below) should be on every avid golfer's to-do list when cruising in the 'Land of the Long White Cloud'. It was voted 22nd in the top 100 best courses by the magazine, and it's no surprise as to why. The course respects the natural beauty of the local topography, with holes scattered along a series of ridges perpendicular with the dramatic windswept plateau, which hovers some 150m (500') above the sea. If you are looking for eco-green points along with challenging your form on the green, Cape Kidnappers was the International winner of a 2012 Environmental Leaders in Golf Award.



# MARINA WONDER

GULF CRAFT
2012 / 2015
38.40M (126'0")
7.55M (24'8")
11 IN 5 STATEROOMS
7
12 KNOTS
17 KNOTS

WEEKLY RATES: SUMMER: EUR 110 000 WINTER: EUR 110 000











# MAGIX

BUILDER:	HEESEN
YEAR:	1992 / 2012
LOA:	37.80M (124'0")
BEAM:	7.60M (24'11")
GUESTS:	10 IN 5 STATEROOMS
CREW:	7
CRUISE SPEED:	14 KNOTS
MAX SPEED:	18 KNOTS

WEEKLY RATES: SUMMER: EUR 72 000 / EUR 56 000 WINTER: EUR 72 000 / EUR 56 000

# MARGHERITA

BUILDER:	COSTRUZIONI NAVALI TIGULLIO
YEAR:	2009 / 2015
LOA:	33.00M (108'3")
BEAM:	7.10M (23'4")
GUESTS:	10 IN 5 STATEROOMS
CREW:	5
CRUISE SPEED:	10 KNOTS
MAX SPEED:	15 KNOTS

WEEKLY RATES:

SUMMER: EUR 55 000 / EUR 50 000 WINTER: EUR 55 000 / EUR 50 000













## О'

BUILDER:	MANGUSTA (OVERMARINE)
YEAR:	2007
LOA:	33.50M (109'10")
BEAM:	7.10M (23'4")
GUESTS:	9 IN 4 STATEROOMS
CREW:	4
CRUISE SPEED:	30 KNOTS
MAX SPEED:	35 KNOTS

#### WEEKLY RATES:

SUMMER: EUR 70 000 / EUR 60 000 WINTER: EUR 70 000 / EUR 60 000









## RAPTURE

BUILDER:	SOUTHERN WIND
YEAR:	2007
LOA:	30.20M (99'1")
BEAM:	6.70M (22'0")
GUESTS:	8 IN 4 STATEROOMS
CREW:	4
CRUISE SPEED:	11 KNOTS
MAX SPEED:	12 KNOTS

WEEKLY RATES:

SUMMER: EUR 50 000 / EUR 45 000 WINTER: EUR 50 000 / EUR 45 000













## ICHIBAN

BUILDER:	SUNSEEKER
YEAR:	2013
LOA:	28.15M (92'4")
BEAM:	6.50M (21'4)
GUESTS:	8 IN 4 STATEROOMS
CREW:	4
CRUISE SPEED:	23 KNOTS
MAX SPEED:	29 KNOTS

#### WEEKLY RATES:

SUMMER: EUR 55 000 / EUR 50 000 WINTER: EUR 55 000 / EUR 50 000







# MEME

BUILDER:	MAIORA
YEAR:	2006 / 2012
LOA:	24.00M (78'9")
BEAM:	1.80M (5'11")
GUESTS:	9 IN 4 STATEROOMS
CREW:	4
CRUISE SPEED:	17.5 KNOTS
MAX SPEED:	28 KNOTS

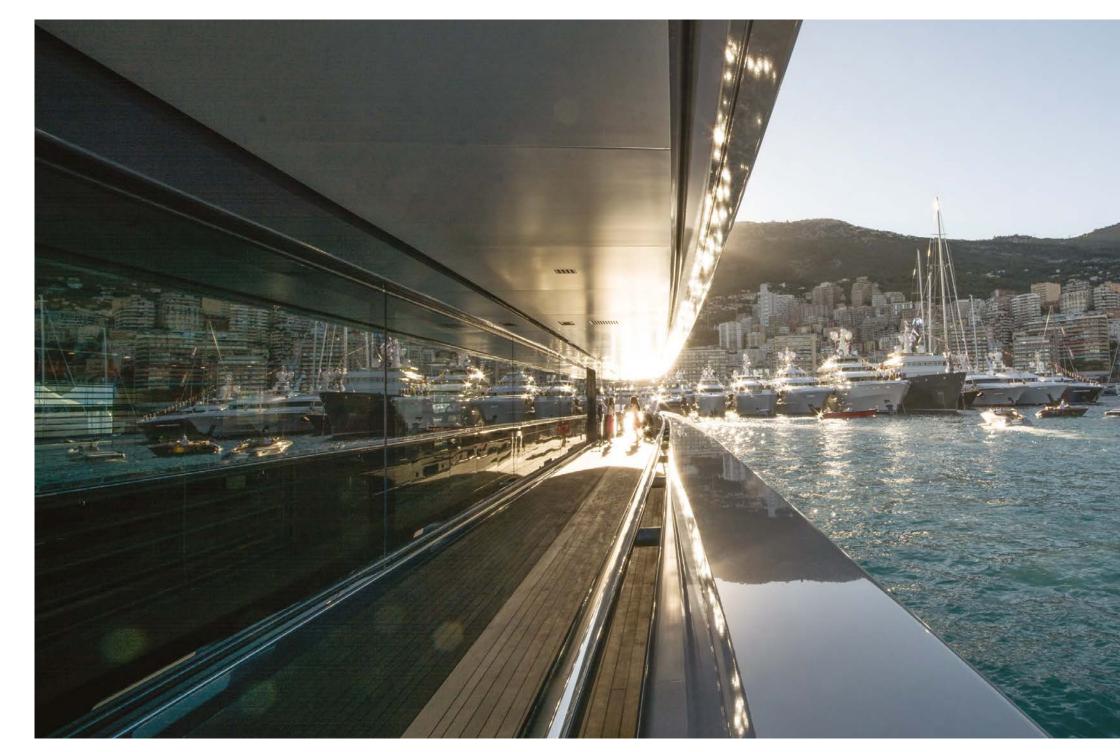
### WEEKLY RATES:

SUMMER: EUR 33 000 / EUR 29 500 WINTER: EUR 33 000 / EUR 29 500











# **SALES** PURCHASING A YACHT

At YACHTZOO, we pride ourselves on the teamwork and strong work ethic that delivers clients a successful yacht search. We understand that the acquisition of a yacht is both a choice of the heart and the head, and that the role of a sales broker is to provide you with expert advice and support throughout.

With over 5,000 yachts of 24m and above on the water today, the pool of options for buying a yacht is very deep. With the specialist knowledge and industry connections of a YACHTZOO Sales broker, the process of refining your yacht search is transformed into an enjoyable experience.

Our strategic locations in the yachting hubs of Monaco and Fort Lauderdale place us at the very centre of the world's yachting business. Our YACHTZOO Sales team is continually travelling the world inspecting yachts as well as visiting leading shipyards, making sure we are up to date with the latest developments in the market, passing on this advantage to our clients.

#### THE SALES TEAM

Alexander Vaal, Splinter Fangman, Darrell Hall, Marie Perrier, Chris Richardson, Guy Marchal, Neal Bateman





# NIRVANA

LOA:	88.70M (291'O")
BEAM:	14.20M (46'7")
DRAFT:	3.90M (12'10")
GRT:	2786
SHIPYARD:	OCEANCO
YEAR:	2012
GUESTS:	12 IN 6 STATEROOMS

PRICE: EUR 199 000 000













# ANASTASIA

LOA:	75.30M (247'0")
BEAM:	12M (42'7")
DRAFT:	3.90M (12'9")
GRT:	1991
SHIPYARD:	OCEANCO
YEAR:	2008
GUESTS:	12 IN 6 STATEROOMS
DRAFT: GRT: SHIPYARD: YEAR:	3.90M (12'9") 1991 OCEANCO 2008

PRICE: USD 110 000 000



# FARIBANA V

LOA:	54.40M (178'6")
BEAM:	10.00M (32'10")
DRAFT:	3.40M (11'2")
GRT:	832
SHIPYARD:	AMELS
YEAR:	1998 / 2012
GUESTS:	14 IN 7 STATEROOMS

PRICE: USD 17 000 000



















## HADIA

LOA:	50.00M (164'0")
BEAM:	9.50M (31'2")
DRAFT:	3.20M (10'6")
GRT:	696
SHIPYARD:	HAKVOORT
YEAR:	2006 / 2012
GUESTS:	UP TO 14 IN 6/7 STATEROOMS

PRICE: EUR 25 000 000



# BIG MAK

LOA:	47.65M (156'3")
BEAM:	8.50M (27'10")
DRAFT:	2.10M (6'10")
SHIPYARD:	HEESEN
YEAR:	1998 / 2014
GUESTS:	10 IN 5 STATEROOMS

PRICE: EUR 7 900 000













## 360

LOA:	47.50M (155'10")
BEAM:	8.90M (29'2")
DRAFT:	2.40M (7'10")
SHIPYARD:	ISA YACHTS
YEAR:	2003 / 2013
GUESTS:	10 IN 5 STATEROOMS

PRICE: EUR 9 750 000





# FIRST STEPS When Buying A yacht

## WHAT IS THE FIRST STEP TO TAKE WHEN YOU ARE CONSIDERING BUYING A YACHT?

Contact a professional who understands yachts and has knowledge of the worldwide market. They should get to know your needs and how you intend to use your yacht, so they can then narrow down the search and not bombard you with unsuitable vessels.

You should also make sure that the company they work for is affiliated with professional yachting organisations, such as LYBRA, MYBA and FYBA.

#### HOW WILL A BROKER HELP YOU WITH THE PROCESS OF NEGOTIATING THE FINAL PRICE?

A broker needs to understand the sales process in its entirety. This means fully understanding the contract from a legal point of view and explaining the caveats to you as the buyer. The broker should be deeply involved with the survey process and in the negotiation of survey defects.

## ONCE YOU HAVE FOUND A YACHT YOU LIKE, HOW DO YOU MAKE AN OFFER AND WHAT HAPPENS WHEN THIS HAS BEEN ACCEPTED?

Once a suitable yacht has been found, the broker should do a comparative analysis of similar vessels on the market as well as their past sales history. A full historical record of the vessel - from the build to the past ownerships and all refit work - should be reviewed before submitting an offer. This offer should take into account a complete survey, including engines and generators, with the yacht being hauled out of the water for a hull inspection.

## WHEN YOU BUY A YACHT, DOES IT COME WITH THE CREW OR WILL YOU HAVE TO FIND A NEW CREW? If you do not have your own crew,

then the broker should assist with this process. As the buyer, you may have a good opportunity to interview the current crew on board the vessel, assuming that they will not be following the seller to another yacht.

If the current crew is not available, the first person to find is the new captain, and a trial period is usually recommended. The captain may have worked successfully with certain crew in the past that they feel might be a good fit to bring onboard.

It is a good idea for you as the new owner to interview each of the new crew members, to make sure there is a good fit. Your yacht is an extension of your home, and if you do not feel comfortable on board it may mean that the crew are not right for your programme.





----

-



LOA:	46.70M (153'2")
BEAM:	8.65M (28'4')
DRAFT:	2.75M (9'O'')
SHIPYARD:	FEADSHIP
YEAR:	1997 / 2008
GUESTS:	12 IN 5 STATEROOMS

PRICE:



PLEASE ENQUIRE



## MYSTIC

LOA:	46.00M (150'11")
BEAM:	9.00M (29'6")
DRAFT:	2.45M (8'O")
SHIPYARD:	CMB YACHTS
YEAR:	2010
GUESTS:	10 IN 5 STATEROOMS

PRICE: EUR 9 950 000









LOA:	45.00M (147'7")
BEAM:	8.40M (27'7')
DRAFT:	2.60M (8'6'')
SHIPYARD:	HEESEN YACHTS
YEAR:	2016
GUESTS:	10 IN 5 STATEROOMS

PRICE: EUR 28 000 000





### RELENTLESS

LOA:	44.20M (145'O")
BEAM:	8.20M (26'11")
DRAFT:	2.10M (6'11")
SHIPYARD:	TRINITY
YEAR:	2001
GUESTS:	10 IN 5 STATEROOMS

PRICE: USD 10 999 000











# TUASEMPRE

LOA:	42.60M (139'9"')
BEAM:	8.00M (26'3")
DRAFT:	1.30M (4'3")
SHIPYARD:	AB YACHTS
YEAR:	2007 / 2015
GUESTS:	UP TO 10 IN 4 STATEROOMS

### PRICE: EUR 6 500 000





### SOPHIE BLUE

LOA:	41.00M (134'6")
BEAM:	8.50M (27'11")
DRAFT:	2.30M (7'7")
SHIPYARD:	CBI NAVI
YEAR:	1998 / 2010
GUESTS:	12 IN 6 STATEROOMS

PRICE: EUR 5 500 000











LOA:	40.00M (131'3")
BEAM:	7.70M (25'3")
DRAFT:	2.20M (7'3")
SHIPYARD:	AVANGARD YACHTS
YEAR:	2012
GUESTS:	10 IN 5 STATEROOMS









# ALITHIA

LOA:	39.80M (130'7")
BEAM:	8.40M (27'7")
DRAFT:	5.90M(19'4")
SHIPYARD:	ABEKING & RASMUSSEN
YEAR:	2002
GUESTS:	UP TO 8 IN 3/4 STATEROOMS

PRICE: EUR 8 750 000







mm











# MYLO

LOA:	36.60M (120'1")
BEAM:	7.90M (25'11")
DRAFT:	1.90M (6'3")
SHIPYARD:	BENETTI
YEAR:	2007
GUESTS:	UP TO 12 IN 5 STATEROOMS

PRICE: EUR 9 500 000 VAT PAID







О'

LOA:	33.50M (109'11")
BEAM:	7.10M (23'4")
DRAFT:	1.30M (4'3")
SHIPYARD:	MANGUSTA
YEAR:	2007
GUESTS:	8 IN 4 STATEROOMS

PRICE: EUR 3 300 000







### MARGHERITA

LOA:	33.00M (108'3")
BEAM:	7.10M (23'4")
DRAFT:	2.60M (8'6")
SHIPYARD:	CANTIERE NAUTICO
YEAR:	2009 / 2014
GUESTS:	10 IN 5 STATEROOMS

PRICE: EUR 3 700 000







Ok

2.20M (7'3") HORIZON 2008 / 2014







# AGORA II

LOA:	32.00M (105'0")
BEAM:	6.50M (21'4")
DRAFT:	1.90M (6'3")
SHIPYARD:	HORIZON
YEAR:	2013
GUESTS:	8 IN 4 STATEROOM

PRICE: USD 6 480 000







### BIJOUX

LOA:	29.90M (98'1")
BEAM:	7.00M (23'10')
DRAFT:	2.10M (6'11')
SHIPYARD:	MOONEN
DELIVERY:	2016
GUESTS:	10 IN 5 STATEROOMS

PRICE: EUR 10 500 000









### TALILA

LOA:	29.00M (95'2")
BEAM:	6.70M (22'0")
DRAFT:	3.20M (10'6")
SHIPYARD:	MONDOMARINE
YEAR:	2000 / 2010
GUESTS:	UP TO 10 IN 4 STATEROOMS

PRICE: EUR 1 350 000





### ASHA

LOA:	28.00M (91'10")
BEAM:	6.10M (20'0")
DRAFT:	2.15M (7'O")
SHIPYARD:	MAIORA
YEAR:	2006
GUESTS:	UP TO 9 IN 4 STATEROOMS

PRICE: EUR 1 350 000











### SOLARIS

LOA:	27.50M (90'3")
BEAM:	6.30M (20'8")
DRAFT:	1.60M (5'3'')
SHIPYARD:	PERSHING
YEAR:	2006 / 2013
GUESTS:	UP TO 10 IN 4 STATEROOMS

PRICE: EUR 2 600 000 VAT PAID







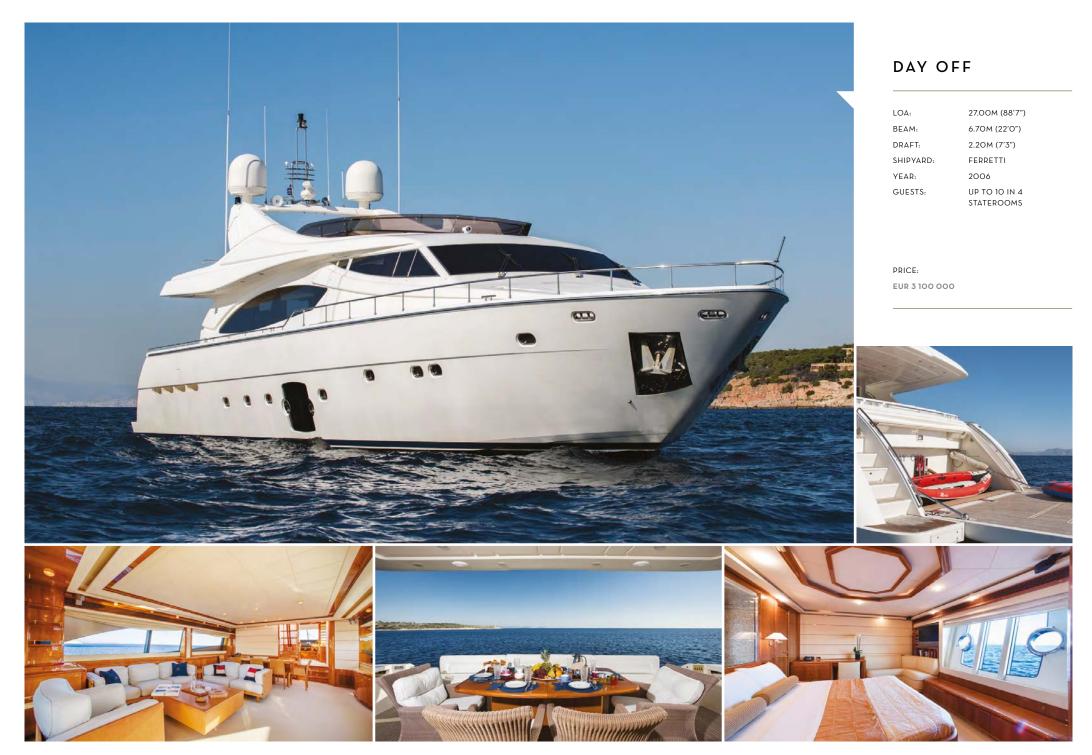


### ROMAS 3

LOA:	27.10M (88'11")
BEAM:	6.00M (19'8")
DRAFT:	1.70M (5'7")
SHIPYARD:	LEOPARD
YEAR:	2001
GUESTS:	6 IN 3 STATEROOMS

PRICE: EUR 649 000 VAT PAID





### DAPSANG

LOA:	23.50M (77'0")
BEAM:	5.90M (19'4")
DRAFT:	2.60M (8'6")
SHIPYARD:	CNB
YEAR:	2006
GUESTS:	6 IN 3 STATEROOMS

PRICE: EUR 1 500 000













### UNICA

LOA:	21.80M (71'6")
BEAM:	6.50M (21'4")
DRAFT:	2.00M (6'7")
SHIPYARD:	EMYS YACHTS
YEAR:	2013
GUESTS:	UP TO 10 IN 4 STATEROOMS

PRICE: EUR 2 800 000





# TOAD

LOA:	21.15M (69'5")
BEAM:	5.30M (17'5")
DRAFT:	2.80M (9'2")
SHIPYARD:	OYSTER
YEAR:	1996 / 2014
GUESTS:	8 IN 4 STATEROOMS

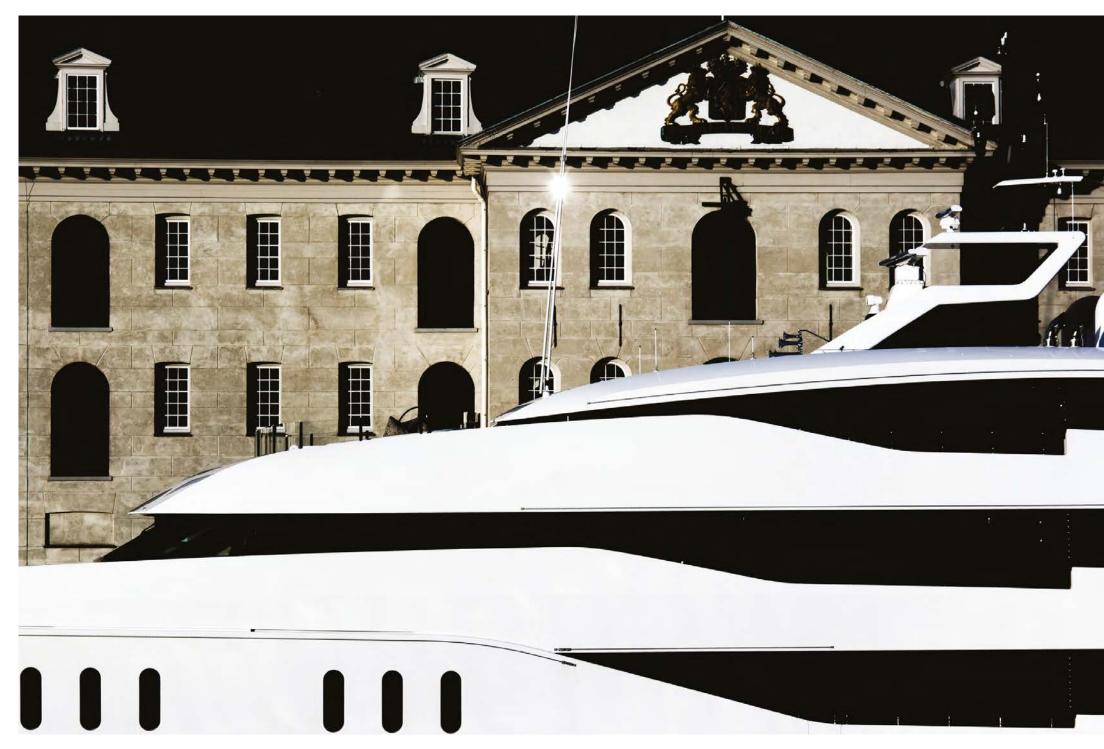












# **NEW BUILD & PROJECTS** CREATING YOUR DREAM YACHT

Building a superyacht is a uniquely thrilling experience for any owner, from the very first sparks of inspiration through to finally taking delivery and her maiden voyage. The process involves a great number of decisions as an owner, so having the support of a knowledgeable and experienced team behind you will be imperative to ensuring things run smoothly.

Choosing the right design team and yard to execute your vision will be critical decisions, through which the YACHTZOO sales team will be able to guide you. We make it our priority to know where the best opportunities to build a yacht lie, spending significant time liaising with the key players across the business, to make sure we can pass on to our clients this insider knowledge.

Our specialist team has first-hand experience in representing owners for some of the world's most celebrated and complex new build projects. You can rest assured that at YACHTZOO we are passionate about turning your yachting dream into a reality.



### PROJECT ATOM

LOA:	135.00M (442'11")
BEAM:	20.00M (65'7")
DRAFT:	5.40M (18'0")
GRT:	8800
SHIPYARD:	FINCANTIERI YACHTS
DELIVERY:	52 MONTHS
GUESTS:	14 IN 7 STATEROOMS

PRICE: POA















### PROJECT PRIMADONNA

LOA:	110.00M (360'11")
BEAM:	18.00M (59'1")
DRAFT:	5.00M (16'5")
GRT:	APPROX 5600
SHIPYARD:	OCEANCO
DELIVERY:	PLEASE ENQUIRE
GUESTS:	18 IN 9 STATEROOMS

PRICE: POA





### PROJECT STILETTO

LOA:	107.00M (359'1")
BEAM:	15.3M (50'2")
DRAFT:	4.05M (13'3")
GRT:	APPROX 3420
SHIPYARD:	OCEANCO
DELIVERY:	PLEASE ENQUIRE
CABINS:	UP TO 18 IN 8/9 STATEROOMS

PRICE:

ΡΟΑ











### **PROJECT WHITE LION**

LOA:	85.00M (278'10")
BEAM:	13.30M (43'8")
DRAFT:	3.80M (12'5")
GRT:	2565
SHIPYARD:	NOBISKRUG
DELIVERY:	PLEASE ENQUIRE
GUESTS:	UP TO 14 IN 7 STATEROOMS

PRICE: POA







### PJ WORLD EXPLORER

LOA:	81.40M (267'1")
BEAM:	14.60M (47'11")
DRAFT:	4.00M (13'1")
GRT:	2992
SHIPYARD:	PALMER JOHNSON
DELIVERY:	24 MONTHS
GUESTS:	12 IN 6 STATEROOMS

PRICE: EUR 100 000 000











9 STATEROOMS

PRICE: EUR 69 000 000

CABINS:





# **DEFINING** YOUR NEW BUILD REQUIREMENTS

Once you have chosen to buy a new-build yacht, there are a number of questions that will soon follow. The range of options on the market allows you to balance a number of factors, not only encompassing price and length but also speed of delivery and degree of customisation.

In 2015, there were 186 newbuild yachts sold, representing a 17% increase on the previous year's figures\*. In that same year, there were 146 yachts delivered, both to expectant owners and as completed speculative builds in need of a buyer.

What might this mean for you as an owner looking to buy a new build yacht rather than one that has been previously owned?

As demand for new build superyachts has risen in recent years, build slots have become harder to secure, particularly for fully custom yachts at the most prestigious yards in Northern Europe. But that is not to say that there are not plenty of attractive options at pedigree yards.

For many long-term owners, the time comes to build their dream yacht with all the facilities, capacity and details that they have learned are right for their needs. Additional time is needed for fully custom engineering and design work, both technical and aesthetic. But for many owners, the longer wait time is worth it.

There is an excellent range of yards now offering semi-custom newbuild platforms. This option reduces the overall waiting time and the number of technical decisions to be made. It is an attractive option, as it delivers a proven platform that has been refined over time. Of course, the more aesthetic choices for interiors will still be available to ensure the yacht feels truly special. But the waiting time for pre-engineering and technical design work is reduced or totally eliminated. In some cases, construction on a semi-custom yacht project might have already been started by the yard before the contract is signed, further reducing waiting time for the owner.

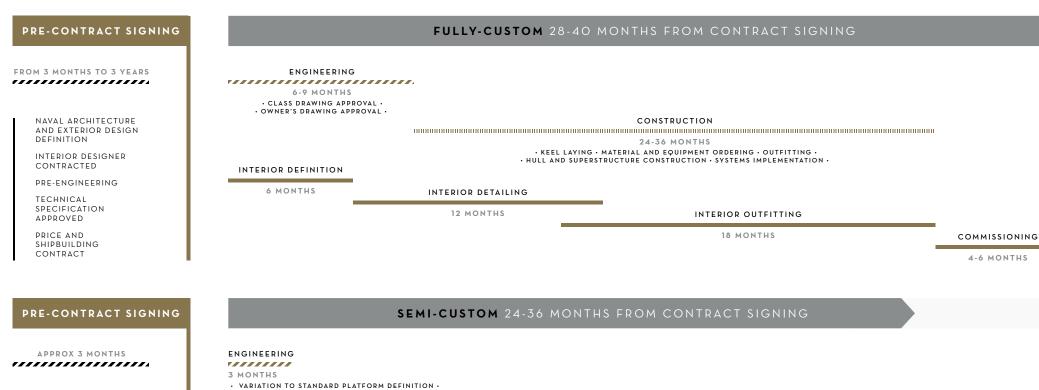
Overall, a semi-custom choice can reduce the delivery time by a third or more, compared with a fully custom superyacht (see right).

The production yacht option offers the least flexibility in terms of design, layout and interior. The resulting pay-off is a much-reduced wait until delivery. This can be a great option for first-time buyers.

The advice, experience and connections of your. YACHTZOO broker will be an essential aid in finding the perfect new-build yacht. At YACHTZOO, our sales team is continually visiting yacht designers and shipyards across the globe to ensure we are up to date with the latest projects on the drafting board and in build.

\* Figures from SuperyachtTimes.com





FINAL PRICE AND SHIPBUILDING CONTRACT

### CONSTRUCTION

21-33 MONTHS

MAY ALREADY BE STARTED IF A SPECULATIVE PROJECT • KEEL LAYING • MATERIAL AND EQUIPMENT ORDERING • OUTFITTING • • HULL AND SUPERSTRUCTURE CONSTRUCTION • SYSTEMS IMPLEMENTATION •

INTERIOR DEFINITION

3 MONTHS INTERIOR DETAILING

9 MONTHS

INTERIOR OUTFITTING

12 MONTHS

COMMISSIONING

3 MONTHS

### PRE-CONTRACT SIGNING

### **PRODUCTION** 21-27 MONTHS FROM CONTRACT SIGNING

APPROX 1 MONTH

FINAL PRICE AND SHIPBUILDING CONTRACT CONSTRUCTION

18-24 MONTHS MAY ALREADY BE STARTED FOR MANY PRODUCTION YACHTS • KEEL LAYING • MATERIAL AND EQUIPMENT ORDERING • OUTFITTING • • HULL AND SUPERSTRUCTURE CONSTRUCTION • SYSTEMS IMPLEMENTATION •

COMMISSIONING

3 MONTHS

### ZENITH

PRICE: ΡΟΑ

LOA:	70.35M (230'0")
BEAM:	13.00M (42'8")
DRAFT:	2.95M (9'8")
GRT:	1305
SHIPYARD:	SUNRISE YACHTS
DELIVERY:	26 MONTHS
GUESTS:	12 IN 6 STATEROOMS



### PROJECT 2239

LOA:	58.70M (192'7'')
BEAM:	11.40M (37'5'')
DRAFT:	12.30M (40'4'')
SHIPYARD:	PERINI NAVI
DELIVERY:	2018
GUESTS:	10 IN 5 STATEROOMS

### PRICE: POA









### **PROJECT WIDER 165**

LOA:	50.00M (164'1")
BEAM:	8.60M (28'3")
DRAFT:	2.10M (6'11")
SHIPYARD:	WIDER
DELIVERY:	2016
GUESTS:	UP TO 12 IN 5 STATEROOMS

### PRICE: POA







### MIRACLE

LOA:	46.50M (152'7'')
BEAM:	8.90M (29'2")
DRAFT:	2.50M (8'2")
SHIPYARD:	CMB YACHTS
DELIVERY:	6 MONTHS
GUESTS:	UP TO 12 IN 5 STATEROOMS

PRICE: EUR 13 900 000













### 46M FAST

LOA:	46.00M (150'9")
BEAM:	9.20M (30'1")
DRAFT:	2.55M (8'3")
SHIPYARD:	BAGLIETTO
DELIVERY:	SUMMER 2016
GUESTS:	UP TO 12 IN 5 STATEROOMS

PRICE: EUR 28 000 000







### GRAND VOYAGER

.OA:	43.90M (14'0'')
BEAM:	8.95M (29'O")
DRAFT:	2.70M (8'10")
HIPYARD:	KINGSHIP MARINE LTD
DELIVERY:	2017
GUESTS:	UP TO 12 IN 5
	STATEROOMS



### CRYSTAL

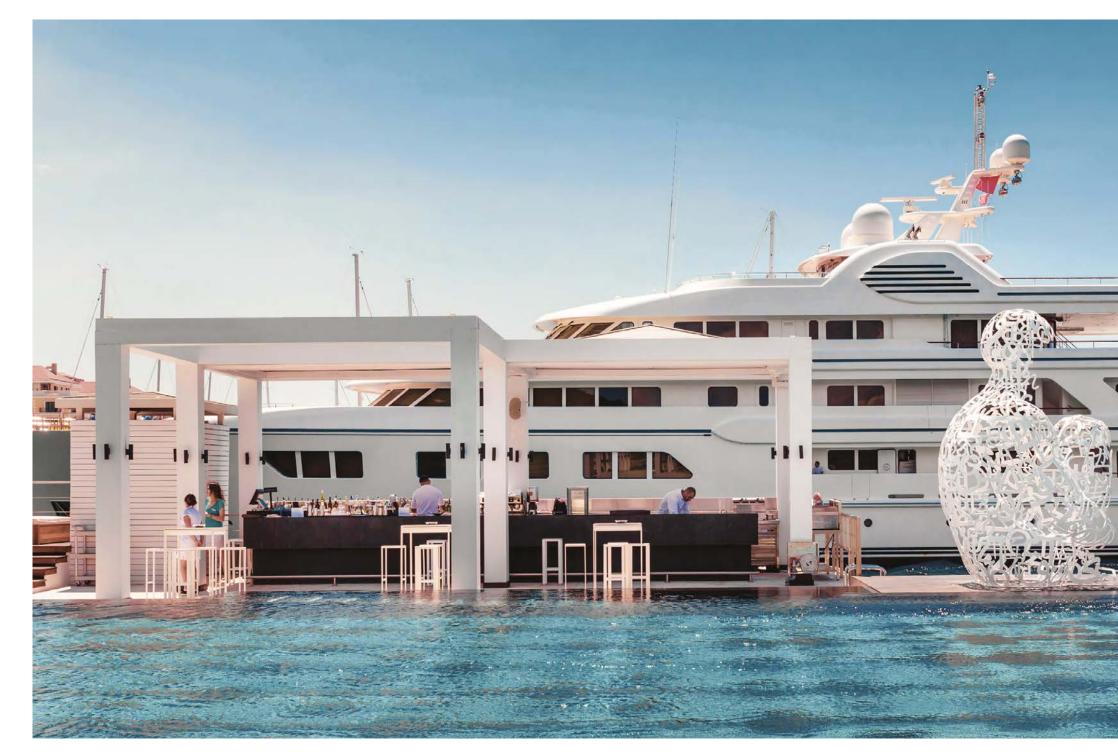
LOA:	42.00M (137'10")
BEAM:	9.60M (31'6")
DRAFT:	2.60M (8'6")
SHIPYARD:	ROYAL DENSHIP
DELIVERY:	24 MONTHS
GUESTS:	8 IN 4 STATEROOMS

PRICE: EUR 18 350 000









## **BERTHS** RENTAL & PURCHASE

Having acquired your yacht, you will need to base her somewhere. The team at YACHTZOO can offer you assistance in finding the perfect home port depending on your cruising plans and particular situation. Having forged relationships with world-class marinas in key locations, our knowledgeable and well-connected team can hunt down the right berth for your needs.

• ONEOCEAN PORT VELL is perfectly positioned in the cosmopolitan hotspot of Barcelona. Having recently undergone a total transformation, this luxury, modern, state-of-the-art marina is the ideal homeport and charter destination for superyachts of any size.

• MARINA DI LOANO is conveniently located in the heart of the western Mediterranean. With local maintenance and refit facilities, and international transportation links, the marina is a fantastic home port choice for your yacht.



• MARINA DI STABIA is the jewel in the Amalfi Coast's crown. This five-star resort and home port offers all the amenities of a specialist superyacht development with the charm of Southern Italy on its doorstep. It is strategically located for access to popular cruising and charter grounds to the east and west alike.

• PORTO MONTENEGRO is the gold standard of luxury lifestyle marinas in the Adriatic. The marina complex has quickly made a name for itself as one of the most desirable full-service home ports in the Mediterranean for luxury yachts up to 250m (820').



# ONEOCEAN PORT VELL

In the heart of Barcelona, only a 20-minute drive from the airport, OneOcean Port Vell is within easy cruising distance of all the hotspots mainland Spain and the Balearics have to offer.

YACHTZOO has a partnership to promote berth rental and long leases at the marina, both for longer-term arrangements or charter destination opportunities.

With over 150 berths for yachts up to 190m (623'), OneOcean Port Vell can accommodate the largest yachts in the world. A true 'superyacht' marina, the Spanish Quay offers the longest dedicated superyacht quay in the world: 440m (1,450'), with 10m (33') depth of water throughout.

OneOcean's recent transformation into a true lifestyle destination was masterminded with the specific homeport needs of a superyacht in mind. The development of the OneOcean Club has created a

# ONEOCEAN PORT VELL IS PERFECTLY POSITIONED IN THE COSMOPOLITAN HOTSPOT OF BARCELONA.

luxury sanctuary where members can benefit from the exclusive use of the gymnasium, restaurant and cocktail bar. Membership is strictly limited, with owners and captains of yachts moored at OneOcean Port Vell being given priority access.

Offering first-class facilities and luxurious shore-side amenities, all the marina's berths are of the highest standard, including fibreoptic internet connection and fuel bunker services.

The marina also has a permit to extend the TPA tax-free benefit scheme to yachts while berthed in the marina, making it one of the only European marinas where VAT exemption can be granted during maintenance periods.

With world-renowned refit service centre of Marina Barcelona '92 on its doorstep, OneOcean Port Vell truly offers a unique and all encompassing proposition to superyachts.









## MARINA DI LOANO

Conveniently located between Genoa and the French border, Marina di Loano is just a few hours by yacht from the main attractions of the Italian Riviera and less than a day's cruise by sea to Monaco and Cannes.

YACHTZOO has been appointed the exclusive dealer for a number of berths that are available to purchase on long-term leases up to over 50 years at Marina di Loano, which accommodates vessels up to 77m (253') in length with a draft of up to 5m (16').

Marina di Loano has been created with a superyacht's home port needs in mind. The Yacht Club Marina di Loano offers a range of dining and lounging areas for owners to enjoy while they are docked in the marina. There are a number of rooms and suites available to accommodate visitors, as well as superb outdoor space from which to enjoy a sundowner on the Club's rooftop, which also features a swimming pool. For sailing enthusiasts,



IF THE WESTERN MEDITERRANEAN IS THE CENTRE OF EUROPEAN YACHTING, MARINA DI LOANO IS SITUATED IN THE VERY HEART OF THIS POPULAR CRUISING GROUND.





there is a range of sporting events hosted throughout the year in conjunction with local club, Circolo Nautico Loano.

Considering the lack of large superyacht berths in the French and Italian Rivieras, investing in a berth at Marina di Loano safeguards you against having to remain at anchor or pay expensive dockage fees elsewhere. And should you choose to cruise in another region for any extended period of time, your berth could be sublet to another vessel looking for short- or long-term dockage.

Every practicality has been considered for your captain and crew at Marina di Loano, which is monitored by 24/7 surveillance cameras and a dedicated security team. Careful consideration has been made to provide appropriate facilities and services for a yacht's easy operation. There is convenient maintenance and repair assistance, provided by neighbouring refit and repair specialist Amico di Loano, which has an onsite 550T Travelift.





## MARINA DI STABIA

Having been developed by one of the market leaders in luxury yacht marina creation, Marina di Stabia is a modern and convenient place to base your superyacht.

As well as being a strategic location for charter, it also offers the comfortable amenities and modern infrastructure you would expect of an outstanding superyacht marina.

Unlike the crowded coastlines and more built-up regions to the north, the year-round warmer climate and economical berthing costs of Marina di Stabia make it an attractive option for a superyacht's homeport. Within the marina's superyacht-dedicated quays, there is a minimum water depth of 6m, with berths for yachts of up to 100m (328').

With its dramatic backdrop of Mount Vesuvius, Marina di Stabia is just a short trip away from popular yachting spots such as

## MARINA DI STABIA OFFERS ALL THE AMENITIES OF A SPECIALIST SUPERYACHT DEVELOPMENT WITH THE CHARM OF SOUTHERN ITALY ON ITS DOORSTEP.

the islands of Ischia and Capri, and the quaint coastal towns of Positano, Amalfi, Sorrento and Ravello.

Basing a charter yacht in Marina di Stabia places it at a central point between the Eastern and Western Mediterranean cruising grounds. It is just a few days' travel from Sardinia, Corsica and the French and Italian Rivieras in one direction and Greece, Croatia and Montenegro in the other direction.

Located in Castellammare di Stabia, Naples' international airport is 25 minutes' drive from the marina, with international connections for commercial airlines as well as a private jet FBO.

The Marina di Stabia Resort facilities and amenities for guests include the comfortable Yacht Club, Michelin-starred restaurants, waterfront gym and swimming pool, as well as a garden and crew areas for barbecues and the Captains Corner Bar.

Plans have been approved for a modern waterfront development adjacent to the marina, including residential homes, hotels, restaurants and luxury shopping opportunities, making an investment in a berth at Marina di Stabia even more attractive.











## PORTO MONTENEGRO

Montenegro is considered by many to be the 'next French Riviera', with a growing range of attractions for superyacht owners and charterers. This makes Porto Montenegro a great choice for a home berth.

Having been awarded the Yacht Harbour Association's Marina of the Year in 2015, the marina offers 450 berths for vessels between 12m (39') and 250m (820'), with leases available from 15 to 30 years.

YACHTZOO has been appointed the central agent for a fantastic selection of these superyacht berths, and is able to guide you through the selection process for the best berth to suit your needs.

As a luxury yacht owner or guest, it is a pleasure to spend time in Porto Montenegro's cosmopolitan luxury complex, where service and quality is second to none. There is plenty to keep you entertained, with over 50 shops and restaurants.



THE DEFINITIVE DESTINATION MARINA TO COMPLEMENT YOUR YACHTING LIFE, PORT MONTENEGRO HAS RAISED THE BAR FOR FULL-SERVICE HOME PORTS.



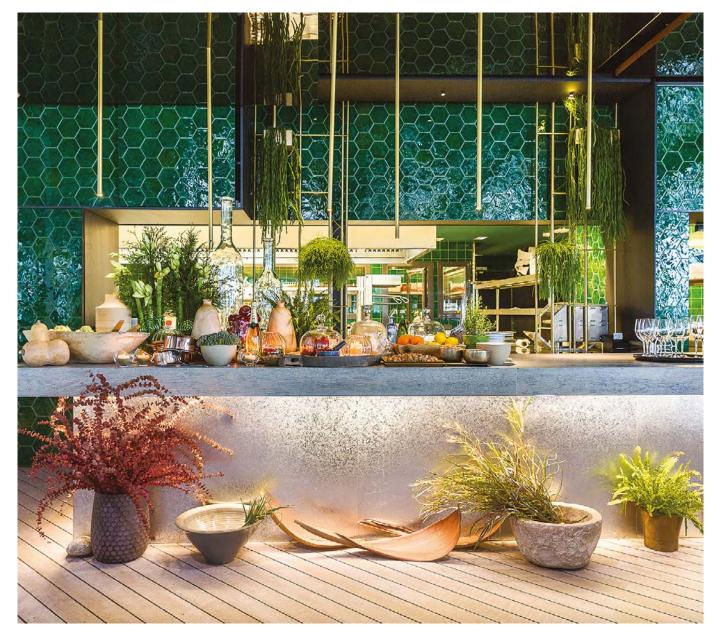
The relaxed yet upscale atmosphere of the Lido Pool takes you from day through to evening, then choose from a range of dining options from low-key to gourmet cuisine, and dance the night away at the spectacular and vibrant nightclub Platinum.

The five-star Regent Hotel and Residences, alongside five residential buildings with over 200 stunning apartments, offer a complementary land-based accompaniment to your yacht berth.

There are also refit facilities close to hand, making this a full-service superyacht base to rival any in the world.

As Montenegro is not part of the EU, choosing a home port here provides a number of financial benefits, including tax- and duty-free fuel and provisions. Porto Montenegro has been created with convenience in mind, including onsite customs and immigration clearance and onsite provisioning and bonded warehouse.





## **BUYING & OWNING** A YACHT BERTH

### YOU'VE BOUGHT A NEW YACHT AND NOW NEED TO CONSIDER WHERE YOU ARE GOING TO KEEP HER. WILL YOU AUTOMATICALLY GET TO KEEP THE HOME BERTH THAT SHE HAD BEFORE?

The marina will have the right of refusal as to whether the berth is included in the sale but generally this would not be an issue. If the berth is a short-term rental then the captain's relationship with the port office will be key in keeping the berth for the foreseeable future.

### DOES EVERY YACHT HAVE TO HAVE A PURCHASED HOME BERTH OR CAN YOU JUST RENT THEM AS AND WHEN YOU USE THEM? WHAT ARE THE ADVANTAGES TO BUYING A BERTH OVER JUST RENTING?

It is not a requirement for every yacht to have a home berth and in fact the majority of 40m+ yachts tend to rent them. There are three main advantages to buying a berth, however:

**SECURITY:** With the increasing number of 70m+ yachts being launched and the limited number of superyacht berths available, demand will soon outstrip supply, especially in the sought-after ports and luxury marinas of the Mediterranean. Owning a home berth gives you peace of mind in having a berth readily available. **LONGEVITY:** A home berth helps to increase crew longevity. This continuity improves the owner and charterer experience onboard by having a happier, more efficient and more knowledgeable crew. **SAVINGS:** Compared to a monthly basis, a long-term lease is cheaper than renting. When the berth is not in use, rental income can offset



or even cover the costs on the yacht's berth rentals in other marinas.

## IS THERE ANY FINANCIAL IMPLICATION TO WHERE THE YACHT WILL HAVE ITS HOME BERTH?

There can be, yes. The tax advantage of *Porto Montenegro* and being able to export the yacht is the most significant VAT advantage that can be had when buying a berth. The TPA programme is also a good option at *OneOcean Port Vell*, but this is not ongoing.

### HOW LONG ARE THE LEASES FOR BERTHS AND IS THIS NEGOTIABLE OR CAN IT BE ENDED BEFORE THE TERM IS UP?WW

Leases range from two to 57 years, with the most common being around 20 years. You can sell the lease before it has expired by using a reputable brokerage company such as YACHTZOO.

#### HOW DO YOU PAY FOR THE BERTH IF IT IS A LONG-TERM LEASE?

It is paid as a single, initial lump sum excluding annual maintenance costs and marina fees.

### IF YOU BUY A BERTH THROUGH A YACHT BROKER LIKE YACHTZOO, WILL YOU HAVE TO PAY COMMISSION ABOVE THE FIGURE AGREED FOR THAT BERTH?

A 10% commission is customary in yachting and there could be a transfer fee and VAT.

#### WHAT ARE THE KEY FACTORS WHEN CHOOSING A HOME BERTH?

There are many factors to keep in mind, but here are some key ones: LOCATION & FACILITIES: This is very important, especially with regards to international travel connections, preferred cruising area, proximity to maintenance yards and attractions in the area. SECURITY: The marina should have a very high level of security. PROTECTION: The marina needs to offer protection against strong weather patterns.

**STABILITY:** Ownership of the berth needs to be guaranteed and protected by the applicable regional and national ownership laws.

#### IF YOU BUY A BERTH, WHAT SORT OF FACILITIES AND AMENITIES CAN YOU EXPECT TO BE INCLUDED? WHAT WOULD NOT BE INCLUDED?

The essentials you should expect are shore power, water and grey/black water removal. Internet access, crew facilities, parking, storage and concierge services should be included.

## IF YOU BUY A BERTH, ARE YOU ABLE TO RENT IT OUT WHEN YOUR YACHT IS NOT THERE?

Yes, the berth can be sublet to a third party. This is normally handled by the marina for a fee, ranging from 10% to 25%.

A LOT OF YACHTS SPEND A SIGNIFICANT TIME ALONG THE COASTLINE BETWEEN IMPERIA AND ST TROPEZ, BUT IT'S HARD TO BUY A BERTH



## THERE AS MOST OF THE MARINAS HAVE NONE FOR SALE. WHAT ARE THE BEST ALTERNATIVES AND WHY?

It is possible to find berths along the coast but often you will pay a premium. In addition, there is uncertainty in this market at the moment as many of the leases will be expiring in the next 10 years with little indication from the authorities as to future of these leases.

Currently the two best alternatives are ONEOCEAN PORT VELL and MARINA DI LOANO. They offer competitive leasing prices, are in great locations and well protected.

FOR MORE INFORMATION ON BOTH SHORT- OR LONG-TERM BERTHING OPTIONS FOR YOUR SUPERYACHT, CONTACT BERTHS@YACHT-ZOO.COM.



## **EVENTS** DATES FOR THE DIARY

### 2016

MONACO YACHT SHOW 28 SEPT - 1 OCT PORT HERCULE, MONACO

#### FORT LAUDERDALE INTERNATIONAL BOAT SHOW

**3-6 NOVEMBER** BAHIA MAR YACHTING CENTER, FORT LAUDERDALE, USA

ANTIGUA CHARTER YACHT SHOW 4-10 DECEMBER

FALMOUTH HARBOUR & ENGLISH HARBOUR, ANTIGUA

#### THAILAND YACHT SHOW

**15-18 DECEMBER** AO PO MARINA, PHUKET, THAILAND

### 2017

YACHTS MIAMI BEACH 16-20 FEBRUARY COLLINS AVENUE, MIAML USA

DUBAI INTERNATIONAL BOAT SHOW 28 FEBRUARY - 4 MARCH DUBAI INTERNATIONAL MARINE CLUB, DUBAI, UAE

PALM BEACH INTERNATIONAL BOAT SHOW 23-26 MARCH FLAGLER DRIVE, WEST PALM BEACH, USA

SINGAPORE YACHT SHOW 6-9 APRIL ONE°15 MARINA, SENTOSA COVE, SINGAPORE MYBA CHARTER SHOW 24-26 APRIL ONEOCEAN PORT VELL BARCELONA, SPAIN

PALMA SUPERYACHT SHOW

**28 APRIL - 2 MAY** MARINA MOLL VELL, PALMA DE MALLORCA, SPAIN

MEDITERRANEAN YACHT SHOW 29 APRIL - 2 MAY

NAFPLION, GREECE

FESTIVAL DE LA PLAISANCE CANNES

**8-13 SEPTEMBER** OLD PORT, CANNES, FRANCE

## INDEX

### CHARTER

11.11	26
ALFA NERO	19
AMITIE	49
BIG FISH	40
CARPE DIEM	<b>3</b> 2
DRUMBEAT	<b>3</b> 6
FORCE BLUE	27
HEMILEA	<b>4</b> 8
ICHIBAN	57
LADY NAG NAG	37
MAGIX	<b>5</b> 3
MARAYA	34
MARGHERITA	<b>5</b> 4
MARINA WONDER	<b>5</b> 2
MEME	<b>5</b> 8
MINE GAMES	29
MIRAGE	35
NIRVANA	18

#### О' **5**5 OURANOS 42 PASSION 40 PLAN B 20 43 PRINCESS AVK **QM OF LONDON** 41 QUITE ESSENTIAL **3**3 RAPTURE **5**6 RELENTLESS **4**5 SEAHAWK 31 SEALYON 28 SEAWOLF 30 SILVER ANGEL 23 SIRAHMY 46 SOPHIE BLUE 47 SYCARA V 21 VERTIGO 22

### SALES

360	67
AGORA II	<b>8</b> 2
ALITHIA	76
AMORE MIO	71
ANASTASIA	<b>6</b> 3
ASHA	<b>8</b> 6
BASH	<b>7</b> 7
BIG MAK	<b>6</b> 6
BIJOUX	<b>8</b> 3
DAPSANG	90
DAY OFF	<b>8</b> 9
DAYBREAK	<b>6</b> 9
FARIBANA V	<b>6</b> 4
HADIA	<b>6</b> 5
MARGHERITA	8C
MARIPOSA	75
MBOLO	<b>8</b> 4

### SALES

MYLO	78
MYSTIC	70
NIRVANA	<b>6</b> 2
Ο'	<b>7</b> 9
QUEEN GRACE	81
RELENTLESS	72
ROMAS 3	<b>8</b> 8
SOLARIS	<b>8</b> 7
SOPHIE BLUE	<b>7</b> 3
TALILA	<b>8</b> 5
TOAD	<b>9</b> 2
TUASEMPRE	<b>7</b> 3
UNICA	91

### NEW BUILD & PROJECTS MARINAS

<b>10</b> 8
109
107
<b>10</b> 5
100
<b>9</b> 6
107
<b>9</b> 7
<b>9</b> 8
101
<b>9</b> 9
106
104

MARINA DI LOANO	116
MARINA DI STABIA	118
ONEOCEAN PORT VELL	114
PORTO MONTENEGRO	120

YACHTZOO MC JULY 2007 YACHTZOO FTL **OCTOBER 2008** TEAM SPIRIT WORK FTHICS **STRONG & CONFIDENT** FAM WORK AIM FOR THE BEST LOVE YACHTZOO



#### MONACO

LE BEAU RIVAGE 9 AVENUE D'OSTENDE MC 98000 TEL. : (+377) 97 70 5200

#### USA

1535 SE 17TH ST, SUITE 205 FORT LAUDERDALE FL 33316 TEL. : (+1) 954 767 1035

INFO@YACHT-ZOO.COM