




YACHTZOO®

BROCHURE 2017-2018



THERE IS NOTHING LIKE LYING FLAT ON
YOUR BACK ON THE DECK, ALONE EXCEPT
FOR THE HELMSMAN AFT AT THE WHEEL,
SILENCE EXCEPT FOR THE LAPPING OF
THE SEA AGAINST THE SIDE OF THE SHIP.
AT THAT TIME YOU CAN BE EQUAL TO
ULYSSES AND BROTHER TO HIM.

ERROL FLYNN



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Welcome

Welcome to YACHTZOO's brochure, presenting a hand-picked 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 YACHTZOO's founding partners 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.

After over 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 around the globe from Fort Lauderdale and Monaco to London and Tokyo, we are dialled in to the global mechanics of yachting and the latest opportunities for our clients.

We look forward to working with you for many years to come.

INTRODUCING OUR GUEST EDITOR: MANUEL LAZCANO

In this edition of our brochure, we have invited world-class explorer, underwater filmmaker and guide Manuel Lazcano to share with you some of his most unique and rewarding experiences from a yacht platform.

With a theme of 'Beyond The Horizon', we hope Manuel's suggestions provide you with inspiration for your next yacht trip. Turn to page 8 to learn more about Manuel and his recommendations.

Offices

MONACO

+377 97 70 52 00

JAPAN

+81 3 64 47 71 54

USA

+1 954 767 1035

**MONTENEGRO
& CROATIA**

+382 67 63 83 29

LONDON

+44 (0)203 795 2690

FOR MORE INFORMATION ON OUR OFFICES AND TEAMS, VISIT YACHT-ZOO.COM OR
GET IN TOUCH AT INFO@YACHT-ZOO.COM



Beyond the horizon

DISCOVER THE WORLD BY YACHT

Ever since I was a young boy, I have been drawn to the oceans and the wonders that lie beneath the water's surface. From the first moment that I pulled on a mask and was able to see the magic of the underwater world, I was hooked.

It was this fascination with the oceans that led me to become a filmmaker and exploration guide, hoping to inspire and educate others about this precious, hidden world that lies both beyond and below the horizon. In 1994, I joined Jean-Michel Cousteau on his 'Let's Save Paradise' documentary and have been working in this realm ever since, with the likes of Steve Irwin, the Discovery Channel and private clients.

I am privileged to have been able to introduce these clients to new experiences and spectacular locations by yacht since the early 90s, when I was hired by Emilio Azcarraga, owner of ECO, to

create a unique cruising itinerary of the Bahamas. On that first trip, we swam with Atlantic spotted dolphins and a number of shark species, something that he thought would never be achievable. Mr Azcarraga was instantly captivated, and together we spent many years discovering new frontiers on his legendary superyacht. Since that time, I have worked with many different yachting clients, in all corners of the globe.

Travelling on a yacht allows you to see the world from a unique perspective. You are able to visit locations unreachable by any other means, and can escape from civilisation in luxury and comfort. Immerse yourself in the midst of rare whale migrations, descend hundreds of metres to encounter species and sites never before seen by the human eye, or travel to remote polar ice caps to observe endangered species in their disappearing habitats.

To share these moments with your closest family and friends is like nothing else on Earth. The most precious moments are often fleeting and pass you by in a matter of seconds, but the feeling you get from that experience will last a lifetime.

I am honoured to be able to share with you some of my favourite places to visit by yacht, from the majestic pelagic species of the Mexican Pacific (page 22) to the teeming reefs of Raja Ampat (page 34) to the fragile landscapes of the Arctic (page 46).

I hope the photographs and stories of our magical experiences inspire you to venture out on a yacht to the places beyond the horizon.

MANUEL LAZCANO, FILMMAKER & EXPLORATION GUIDE



Charter



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. We will tailor a charter management strategy that fits your expectations and requirements, accommodating your own periods of use while optimising charter revenue.

ALFA NERO

LOA: 82.00M (269'0")
 BEAM: 14.20M (46'7")
 SHIPYARD: OCEANCO
 YEAR: 2007
 GUESTS: 12 IN 6 STATEROOMS
 CREW: 26
 CRUISE SPEED: 14 KNOTS
 MAX SPEED: 21 KNOTS

WEEKLY RATES

HIGH: EUR 840 000
 LOW: EUR 750 000



LEGEND

LOA: 77.40M (253'11")
 BEAM: 13.50M (44'3")
 SHIPYARD: IHC VERSCHURE /
 ICON YACHTS
 YEAR / REFIT: 1974 / 2015
 GUESTS: 26 IN 13 STATEROOMS
 CREW: 19
 CRUISE SPEED: 11 KNOTS
 MAX SPEED: 14 KNOTS

WEEKLY RATES

HIGH: EUR 460 000
 LOW: EUR 460 000



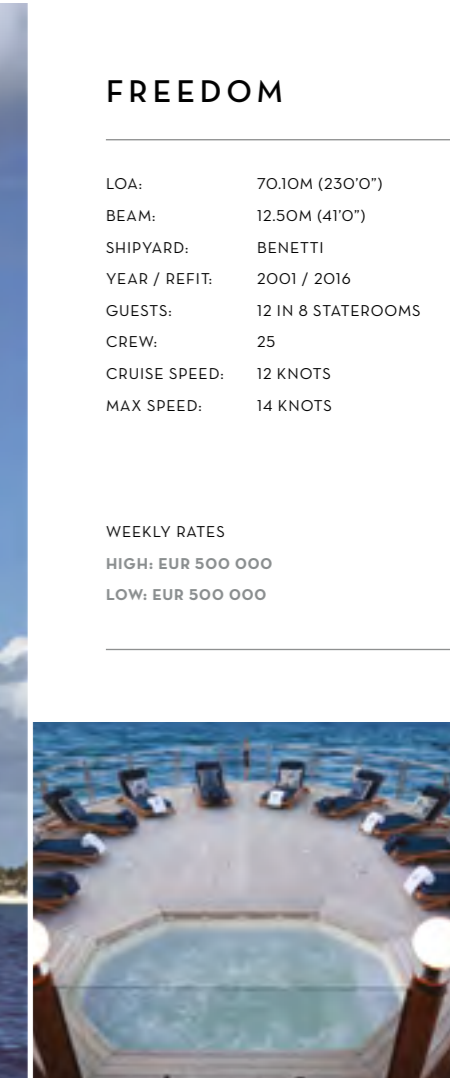
PLAN B

LOA: 73.15M (240'0")
BEAM: 12.00M (39'4")
SHIPYARD: HDW / THYSSENKRUPP
YEAR: 2012
GUESTS: 12 IN 8 STATEROOMS
CREW: 20
CRUISE SPEED: 13 KNOTS
MAX SPEED: 17 KNOTS

WEEKLY RATES

HIGH: PLEASE ENQUIRE

LOW: PLEASE ENQUIRE



FREEDOM

LOA: 70.10M (230'0")
BEAM: 12.50M (41'0")
SHIPYARD: BENETTI
YEAR / REFIT: 2001 / 2016
GUESTS: 12 IN 8 STATEROOMS
CREW: 25
CRUISE SPEED: 12 KNOTS
MAX SPEED: 14 KNOTS

WEEKLY RATES

HIGH: EUR 500 000

LOW: EUR 500 000

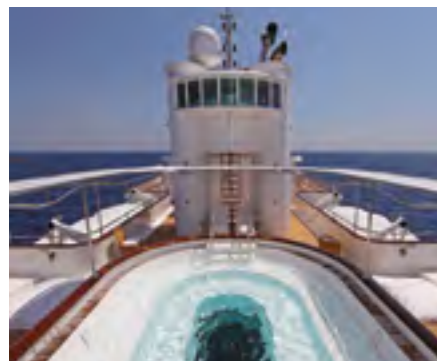
SHERAKHAN

LOA: 69.65M (228'6")
BEAM: 12.00M (39'4")
SHIPYARD: VUYK EN ZONEN
YEAR / REFIT: 2005 / 2012
GUESTS: 26 IN 13 STATEROOMS
CREW: 19
CRUISE SPEED: 11 KNOTS
MAX SPEED: 13 KNOTS

WEEKLY RATES

HIGH: EUR 425 000

LOW: EUR 425 000



SILVER ANGEL

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

WEEKLY RATES

HIGH: EUR 450 000

LOW: EUR 425 000





LIONESS V

LOA: 63.50M (208'4")
 BEAM: 12.10M (39'8")
 SHIPYARD: BENETTI
 YEAR: 2006
 GUESTS: 12 IN 6 STATEROOMS
 CREW: 19
 CRUISE SPEED: 14 KNOTS
 MAX SPEED: 15 KNOTS

WEEKLY RATES
 HIGH: EUR 650 000
 LOW: EUR 425 000



SURI

LOA: 63.39M (208'0")
 BEAM: 11.58M (38'0")
 SHIPYARD: HALTER MARINE / YACHT ESCORT SHIPS
 YEAR / REFIT: 1978 / 2016
 GUESTS: 12 IN 7 STATEROOMS
 CREW: 20
 CRUISE SPEED: 10 KNOTS
 MAX SPEED: 11 KNOTS

WEEKLY RATES
 HIGH: USD 350 000
 LOW: USD 350 000



MINE GAMES

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

WEEKLY RATES

HIGH: USD 375 000
LOW: USD 330 000



SEALYON

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

WEEKLY RATES

HIGH: EUR 375 000
LOW: EUR 325 000





Underwater flight

The photo on the left was taken in 2014 at Socorro Island, 600km off the western coast of Mexico in the Pacific Ocean. The waters of this small, volcanic landmass are rich in marine life, including the largest manta rays in the world, dolphins, humpback whales, pelagic sharks and many other breath-taking species.

The only way to reach Socorro Island is by boat, and of course the most comfortable way to visit is on a luxury yacht charter. On the trip where this photo was taken, we were on a mission to make a television documentary about why the waters off the island are so unique.

We cruised west of Mexico on a luxury yacht and, over the course of a month, four different families chartered the yacht to enjoy the experience of diving with a piloted submarine in this extraordinary ecosystem. The charter guests were able to see first-hand how scientists and film makers document wildlife in situ, and their financial support made it possible for us to carry out our work.

The submarine dived to depths of up to 400 metres, to places never before seen by the human eye. In this particular photo, our submarine was able to venture close to two giant mantas – which can reach up to seven metres and 1,350kg – feeding on plankton in the water, their enormous, peculiar mouths agape to filter plankton from

the nutrient-rich pelagic water. The microscopic plankton make the water look 'murky' and give the picture a sense of eeriness, but they play a crucial role in the local food chain.

What I find so remarkable about adventurous yacht charter experiences is how the guests can take part in totally unique experiences, giving future generations of their family a chance to see something that cannot be found anywhere else. With a submarine, the excitement comes from not knowing what to expect on any given day. You could feel as though you are in a watery desert or you could bump into amazing creatures like these mantas. The greatest challenges of exploration can provide the richest rewards.

Since this photo was taken, and in no small part thanks to the exposure provided by our documentary, the archipelago to which Socorro Island belongs has been designated as a UNESCO world heritage site. It is so incredible that through luxury yacht charter, our clients were able to help open the eyes of the world to the beauty of these islands and their importance to the planet.



SOCORRO ISLAND, MEXICAN PACIFIC

BEST TIME TO GO: January to April

WHAT MAKES IT SPECIAL: An outstanding abundance of large marine species from giant manta rays and whale sharks to humpback whales and hammerhead sharks.

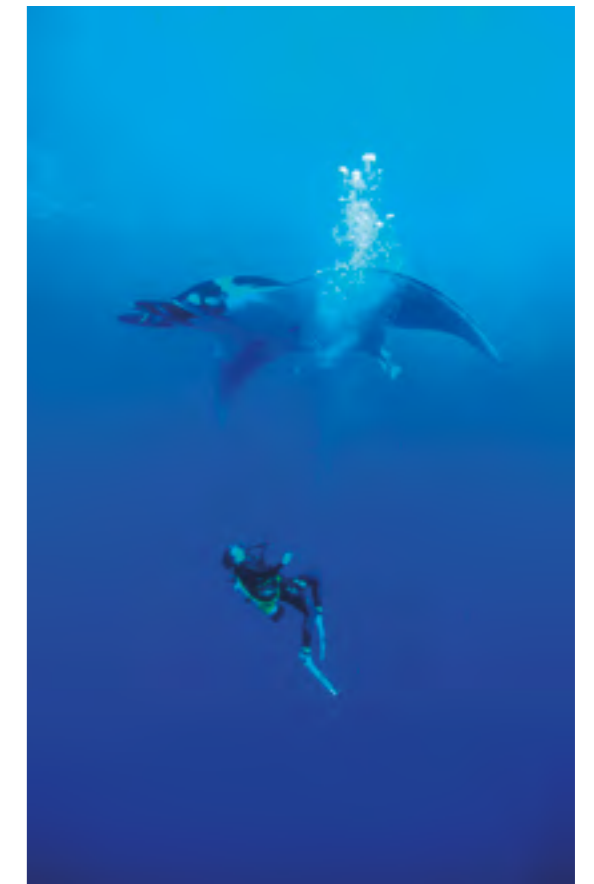


PHOTO CREDIT: MANUEL LAZCANO / DIVEVENTURE.TV

Open water hotspots

YUCATAN PENINSULA, MEXICO

BEST TIME TO GO: June to September or February to March

WHAT MAKES IT SPECIAL: Get up close to the world's largest mammal species, the enigmatic whale shark. From June to September, the waters are buzzing with activity as the world's largest whale shark migration takes place with up to 100 individuals passing through. In the winter, follow the diving frigate birds feeding on frenzied shoals of sardines herded into bait balls by huge schools of sailfish. The hunting sailfish reach up to three metres in length and can travel at over 80kmph; getting into the water with all the activity is a once in a lifetime experience.



SILVER BANKS, DOMINICAN REPUBLIC

BEST TIME TO GO: January to March

WHAT MAKES IT SPECIAL: In the winter, the northern population of humpback whales migrates to the Silver Banks to calve as well as for mating. It is remarkable to be able to see such diverse humpback behaviours in one place, just off the back of your yacht, from mothers nursing their young offspring to rowdy groups of males chasing fertile females. Permits are required to access the Silver Banks, and only three or four are granted each season; it is a privilege that only a few have access to, including myself.

PHOTO CREDIT: MANUEL LAZCANO / DIVEVENTURE.TV



SEAWOLF

LOA:	58.83M (193'0")
BEAM:	10.36M (34'0")
SHIPYARD:	J&K SMIT SCHEEPWERER, N.V.
YEAR / REFIT:	1957 / 2016
GUESTS:	12 IN 6 STATEROOMS
CREW:	15
CRUISE SPEED:	10 KNOTS
MAX SPEED:	12 KNOTS

WEEKLY RATES

HIGH: USD 195 000

LOW: USD 195 000



ILLUSION V

LOA: 58.00M (190'3")
 BEAM: 10.80M (35'5")
 SHIPYARD: BENETTI
 YEAR: 2014
 GUESTS: 12 IN 6 STATEROOMS
 CREW: 13
 CRUISE SPEED: 12 KNOTS
 MAX SPEED: 15 KNOTS

WEEKLY RATES

HIGH: EUR 399 000
 LOW: EUR 350 000



TWIZZLE

LOA: 57.49M (188'7")
 BEAM: 11.60M (38'1")
 SHIPYARD: ROYAL HUISMAN
 YEAR / REFIT: 2010 / 2016
 GUESTS: 8 IN 4 STATEROOMS
 CREW: 11
 CRUISE SPEED: 11 KNOTS
 MAX SPEED: 13 KNOTS

WEEKLY RATES

HIGH: EUR 235 000
 LOW: EUR 235 000

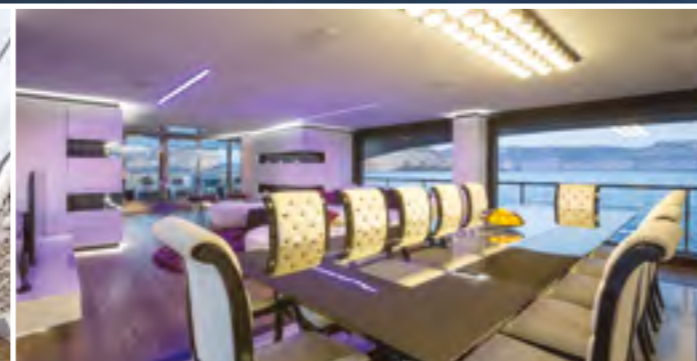


OCEAN PARADISE

LOA: 55.00M (180'5")
 BEAM: 9.60M (31'6")
 SHIPYARD: BENETTI
 YEAR: 2013
 GUESTS: 12 IN 6 STATEROOMS
 CREW: 12
 CRUISE SPEED: 15.5 KNOTS
 MAX SPEED: 17 KNOTS

WEEKLY RATES

HIGH: EUR 305 000
 LOW: EUR 265 000



QUITE ESSENTIAL

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

WEEKLY RATES

HIGH: EUR 295 000
 LOW: EUR 265 000



DRUMBEAT

LOA: 53.00M (173'11")
 BEAM: 10.35M (33'11")
 SHIPYARD: ALLOY YACHTS
 YEAR / REFIT: 2002 / 2014
 GUESTS: 11 IN 5 STATEROOMS
 CREW: 10
 CRUISE SPEED: 10 KNOTS
 MAX SPEED: 14 KNOTS

WEEKLY RATES

HIGH: EUR 175 000
 LOW: EUR 175 000



SUNRISE

LOA: 52.80M (173'3")
 BEAM: 9.45M (31'0")
 SHIPYARD: OCEANCO
 YEAR / REFIT: 2005 / 2015
 GUESTS: 12 IN 6 STATEROOMS
 CREW: 12
 CRUISE SPEED: 12 KNOTS
 MAX SPEED: 16 KNOTS

WEEKLY RATES

HIGH: EUR 245 000
 LOW: EUR 220 000



Q

LOA: 51.75M (169'9")
BEAM: 10.32M (33'10")
SHIPYARD: ALLOY YACHTS
YEAR / REFIT: 2008 / 2016
GUESTS: 10 IN 5 STATEROOMS
CREW: 9
CRUISE SPEED: 10 KNOTS
MAX SPEED: 15 KNOTS

WEEKLY RATES
HIGH: EUR 195 000
LOW: EUR 180 000



ODESSA

LOA: 50.00M (164'1")
BEAM: 9.30M (30'6")
SHIPYARD: TURQUOISE
YEAR / REFIT: 2007 / 2017
GUESTS: 10 IN 5 STATEROOMS
CREW: 12
CRUISE SPEED: 12.5 KNOTS
MAX SPEED: 15 KNOTS

WEEKLY RATES
HIGH: EUR 225 000
LOW: EUR 200 000





Vanishing worlds

The heart-breaking reality is that the rate of coral reef destruction around the world continues to reach record highs, and each year we lose untold numbers of magnificent marine species never to be seen by future generations. For me, this is why Raja Ampat is one of the most stunning island chains in the world and such a special place to visit by superyacht.

Raja Ampat is an archipelago of over 1,000 small islands scattered off the north-west tip of Indonesian Papua. Thanks to its very isolated location, and consequent low levels of tourism, Raja Ampat has one of the most densely inhabited coral reef systems known to man.

Many consider the best diving in the world to be found here, and it is also marvellous to explore by snorkel if you are not a scuba diver (though getting up close with scuba gear is an unbeatable experience).

Called a 'species factory' by scientists, Raja Ampat is home to more than 10 times the hard-coral species found in the Caribbean. It is thought that the reef systems here restock those throughout the South Pacific and Indian Oceans.

For me, some of the most exciting diving experiences are not necessarily seeing the 'big' species like whales or sharks. The magic of Raja Ampat comes from discovering the tiny reef species that can only be seen through patience with a keen

eye. Consider tiny, hovering boxfish, perfectly camouflaged pygmy seahorses and slow-moving, neon nudibranchs.

On the left is a photograph I took while guiding on a superyacht charter in Raja Ampat, showing a Bargibanti pygmy seahorse hiding in its soft coral host. Pygmy seahorses typically measure less than two centimetres in height and only seven species have been identified to date. Individuals spend their entire adult life on a single coral, usually between 20 and 40 metres below the water's surface, adapting their colour as adolescents to perfectly match the host coral. Because they are so difficult to spot, this photograph has become one of my most treasured diving shots.

Raja Ampat also offers rich rewards for those who aren't keen on diving. Pull on a snorkel and mask and walk straight out from the shoreline to see a kaleidoscope of colours dancing before your eyes, from jewel-hued fish to shy turtles, nonchalant reef sharks and spectral mantas.

The surroundings for cruising thorough Raja Ampat are simply wonderful. Among the jungle forest hillsides of the archipelago's islands you will find birds of paradise, snakes, lizards, tortoises and opossums.

It's not hard to see why Raja Ampat is becoming one of the 'it' destinations of those seeking adventurous luxury travel on a superyacht.

RAJA AMPAT, INDONESIA

BEST TIME TO GO: November to March

WHAT MAKES IT SPECIAL: Tranquillity meets world-class diving and snorkelling in a location that provides the kind of show-stopping wildlife you can usually only find on the Discovery Channel.



PHOTO CREDIT: MANUEL LAZCANO / DIVEVENTURE.TV

Reef exploration hotspots

PALAU, MICRONESIA

BEST TIME TO GO: Any time except June to August, when it is the rainy season

WHAT MAKES IT SPECIAL: Located in the heart of the Pacific Ocean, this remote hideaway is best experienced by superyacht charter. In my opinion, it is one of the best places in the world. Spend at least a week visiting the dive sites including the WWII ship and plane wrecks which are now home to an abundance of sea life. Then stay above the water to explore tropical jungle waterfalls, kayaking and Although this is on the radar for some superyachts already, it is still a relatively remote place to enjoy a peaceful charter.



OURANOS

LOA: 49.90M (163'9")
 BEAM: 8.90M (29'2")
 SHIPYARD: ADMIRAL
 YEAR: 2016
 GUESTS: 12 IN 6 STATEROOMS
 CREW: 12
 CRUISE SPEED: 16 KNOTS
 MAX SPEED: 17.5 KNOTS

WEEKLY RATES
 HIGH: EUR 215 000
 LOW: EUR 210 000



COCOS ISLAND, COSTA RICA

BEST TIME TO GO: Year-round, though the best weather is December to March

WHAT MAKES IT SPECIAL: This remote island off the Pacific Coast of Costa Rica is a haven for those who like to swim with sharks, and in particular the hammerhead (which peak in numbers between June and September). The hammerhead has an undeserving reputation as an aggressive animal, but in fact they are very skittish and shy; if you get too close to them or bubbles from your scuba gear spook them, they will swim away. At Cocos Island, hammerhead squadron formations can reach up to 500 individuals, which is a sight you have to see to believe. I first dived at the island on a trip with ECO and the owner was hooked.

PHOTO CREDIT: MANUEL LAZCANO / DIVEVENTURE.TV





PRINCESS AVK

LOA: 47.25M (155'0")
 BEAM: 9.34M (30'8")
 SHIPYARD: SUNSEEKER
 YEAR: 2016
 GUESTS: 12 IN 6 STATEROOMS
 CREW: 11
 CRUISE SPEED: 16 KNOTS
 MAX SPEED: 24 KNOTS

WEEKLY RATES
 HIGH: EUR 225 000
 LOW: EUR 210 000



RHINO

LOA: 46.94M (154'0")
 BEAM: 9.14M (30'0")
 SHIPYARD: ADMIRAL MARINE
 YEAR / REFIT: 1998 / 2015
 GUESTS: 10 IN 5 STATEROOMS
 CREW: 10
 CRUISE SPEED: 12 KNOTS
 MAX SPEED: 15 KNOTS

WEEKLY RATES
 HIGH: USD 150 000
 LOW: USD 140 000



SIRAHMY

LOA: 43.00M (141'1")
BEAM: 7.39M (24'3")
SHIPYARD: BENETTI
YEAR / REFIT: 1981 / 2015
GUESTS: 10 IN 5 STATEROOMS
CREW: 8
CRUISE SPEED: 12 KNOTS
MAX SPEED: 14 KNOTS

WEEKLY RATES

HIGH: EUR 85 000

LOW: EUR 80 000



TUASEMPRE

LOA: 42.60M (139'9")
BEAM: 8.00M (26'3")
SHIPYARD: AB YACHTS
YEAR / REFIT: 2007 / 2017
GUESTS: 8 IN 4 STATEROOMS
CREW: 7
CRUISE SPEED: 30 KNOTS
MAX SPEED: 40 KNOTS

WEEKLY RATES

HIGH: EUR 140 000

LOW: EUR 120 000



SOPHIE BLUE

LOA: 41.00M (134'6")
 BEAM: 8.50M (27'11")
 SHIPYARD: CBI NAVI
 YEAR / REFIT: 1999 / 2017
 GUESTS: 12 IN 6 STATEROOMS
 CREW: 7
 CRUISE SPEED: 13 KNOTS
 MAX SPEED: 16.5 KNOTS

WEEKLY RATES

HIGH: EUR 100 000
 LOW: EUR 85 000



HEMILEA

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

WEEKLY RATES

HIGH: EUR 95 000
 LOW: EUR 85 000



AMITIE

LOA: 39.62M (130'0")
BEAM: 7.92M (26'0")
SHIPYARD: WESTPORT
YEAR / REFIT: 2008 / 2015
GUESTS: 11 IN 5 STATEROOMS
CREW: 7
CRUISE SPEED: 14 KNOTS
MAX SPEED: 24 KNOTS

WEEKLY RATES
HIGH: USD 120 000
LOW: USD 98 000



PLAN A

LOA: 39.62M (130'0")
BEAM: 7.92M (26'0")
SHIPYARD: WESTPORT
YEAR / REFIT: 2007 / 2014
GUESTS: 10 IN 5 STATEROOMS
CREW: 8
CRUISE SPEED: 14 KNOTS
MAX SPEED: 20 KNOTS

WEEKLY RATES
HIGH: USD 105 000
LOW: USD 105 000





Treasured lands

The photograph on the left was taken during an expedition to the Canadian Arctic, which I consider to be the new frontier of adventure travel. We were particularly lucky to encounter this polar bear mother because she had three cubs, whereas normally you only see two. It was June and the pack ice was melting; by July, the ice would be gone, leaving nothing but open sea.

Due to cruising restrictions, not many superyachts are able to visit this part of the world, which makes it all the more special as a place to explore on a charter. The good news for charterers is that in the coming years we expect the number of icebreaker superyachts to grow, offering an even better choice of platforms. There is a certain amount of time commitment you need to make for visiting the region, but it is always worth it.

Many people assume that the Arctic regions have relatively little wildlife due to the harsh conditions, but this is far from the case. The flow edge where this polar bear mother was patrolling was a hive of activity; you just had to know where to look.

On that same day that we saw the polar bear hunting for seals to feed her family, we came across pods of beluga whales and narwhales. To watch these near-mythical creatures in their natural habitat – the belugas with their ghost-white colouring and the narwhales with their long

tusks – is a privilege experienced by very few.

As the summer brings warmer temperatures, the ice breaks away and polar bears retreat to the land or risk being marooned, facing long swims to reach the shore. The summer season takes the polar bears away from their food source, putting them in grave danger; the longer the warm weather takes hold – and I have seen it getting longer over recent years – the more likely they are to starve. As we saw the polar bear and her cubs head off into the distance, it left me wondering if all three cubs would make it to see the return of the ice.

Cruising in the Northwest Passage is a thrilling, once-in-a-lifetime experience for any charterer. It offers a wonderful opportunity to see remote landscapes, visit historical sites of early explorers and come face to face with rare wildlife. Aside from viewing from the water, consider a superyacht that comes with extra 'toys' that multiply the experience; helicopters and submarines are becoming more common on luxury yachts, and will offer a whole new perspective during your charter.



NORTHWEST PASSAGE, CANADIAN ARCTIC

BEST TIME TO GO: May to August

WHAT MAKES IT SPECIAL: The Arctic Circle is truly one of the most remote and exciting places one could visit. From the eternal sun of the summer at high latitudes to the National Geographic-worthy wildlife, it is a hugely rewarding place to cruise. The comfort provided by a superyacht charter in this part of the world is unmatched by any other form of transport. To my mind, this is the last word in ultimate adventure with a luxury twist.



PHOTO CREDIT: MANUEL LAZCANO / DIVEVENTURE.TV



Land adventure hotspots

GALAPAGOS ISLANDS, PACIFIC OCEAN

BEST TIME TO GO: December to June

WHAT MAKES IT SPECIAL: These volcanic islands in the Pacific Ocean are so isolated that they are bursting with fascinating animal species, from blue footed boobies and giant tortoises to frigate birds and marine iguanas. A yacht charter in the Galapagos offers an opportunity for all generations of the family to see a totally unique ecosystem from a comfortable luxury platform with total freedom and peace. Trekking through lava formations will have you believing you are on another planet, or try walking among vast sea lion herds basking in the sun. The Galapagos Islands are also famed for diving opportunities with large aquatic species such as whale sharks and hammerheads.

NORWEGIAN FJORDS, NORWAY

BEST TIME TO GO: June and July

WHAT MAKES IT SPECIAL: The Norwegian Fjords might not be the first place you would imagine taking a yacht charter. But they remain a much-loved secret spot for those who prefer to avoid the busier bays of the Mediterranean in favour of something more adventurous. In the colder months, sit on the aft deck with a warm blanket and hot chocolate while watching the ethereal technicolour display of the Northern Lights. In the summertime, cruise up waterways flanked by 1,700-metre mountain peaks under the midnight sun. The friendly locals of the fishing villages, with their quaint red houses, will welcome you into their remote, rural way of life.



MARINA WONDER

LOA:	38.40M (126'0")
BEAM:	7.54M (24' 9")
SHIPYARD:	GULF CRAFT
YEAR:	2012
GUESTS:	11 IN 5 STATEROOMS
CREW:	7
CRUISE SPEED:	12 KNOTS
MAX SPEED:	17 KNOTS

WEEKLY RATES

HIGH:	EUR 110 000
LOW:	EUR 110 000



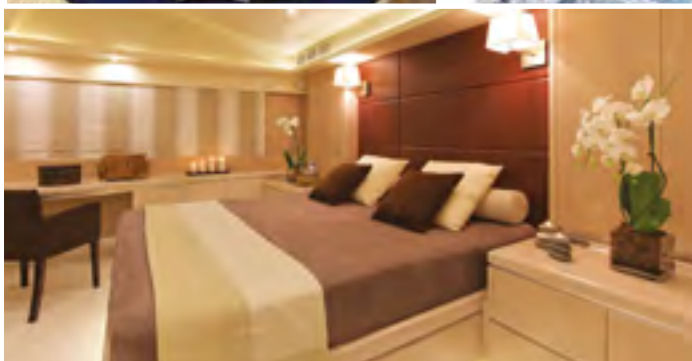
MAGIX

LOA: 37.80M (124'0")
BEAM: 7.60M (24'11")
SHIPYARD: HEESEN
YEAR / REFIT: 1992 / 2017
GUESTS: 10 IN 5 STATEROOMS
CREW: 7
CRUISE SPEED: 14 KNOTS
MAX SPEED: 18 KNOTS

WEEKLY RATES

HIGH: EUR 79 000

LOW: EUR 64 000



TIZIANA

LOA: 36.00M (118'1")
BEAM: 7.35M (24'1")
SHIPYARD: ABEKING & RASMUSSEN
YEAR / REFIT: 1963 / 2006
GUESTS: 10 IN 5 STATEROOMS
CREW: 6
CRUISE SPEED: 10 KNOTS
MAX SPEED: 12 KNOTS

WEEKLY RATES

HIGH: EUR 70 000

LOW: EUR 65 000

INDIGO

LOA: 32.00M (105'0")
 BEAM: 7.40M (24'3")
 SHIPYARD: CBI NAVI
 YEAR / REFIT: 1998 / 2013
 GUESTS: 6 IN 3 STATEROOMS
 CREW: 6
 CRUISE SPEED: 10 KNOTS
 MAX SPEED: 12 KNOTS

WEEKLY RATES

HIGH: USD 50 000

LOW: USD 40 000



QUASAR

LOA: 28.60M (93'10")
 BEAM: 6.48M (21'3")
 SHIPYARD: PERI YACHTS
 YEAR: 2009
 GUESTS: 10 IN 4 STATEROOMS
 CREW: 4
 CRUISE SPEED: 23 KNOTS
 MAX SPEED: 29 KNOTS

WEEKLY RATES

HIGH: EUR 50 000

LOW: EUR 45 000



MEME

LOA: 24.00M (78'9")
BEAM: 5.80M (19'0")
SHIPYARD: MAIORA
YEAR / REFIT: 2006 / 2012
GUESTS: 9 IN 4 STATEROOMS
CREW: 4
CRUISE SPEED: 17.5 KNOTS
MAX SPEED: 28 KNOTS

WEEKLY RATES
HIGH: EUR 35 000
LOW: EUR 31 000



Sales



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 5,300 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 world's top yachting hubs of Monaco and Fort Lauderdale place us at the centre of the business, while our growing network of offices in London, Montenegro and Japan gives us global coverage for our clients' needs.

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.

*Source: SuperyachtTimes.com



AXIOMA

LOA: 72.00M (236'3")
 BEAM: 12.20M (40'1")
 DRAFT: 3.75M (12'4")
 GRT: 1,650
 SHIPYARD: DUNYA YACHTS
 YEAR: 2013
 GUESTS: 12 IN 6 STATEROOMS

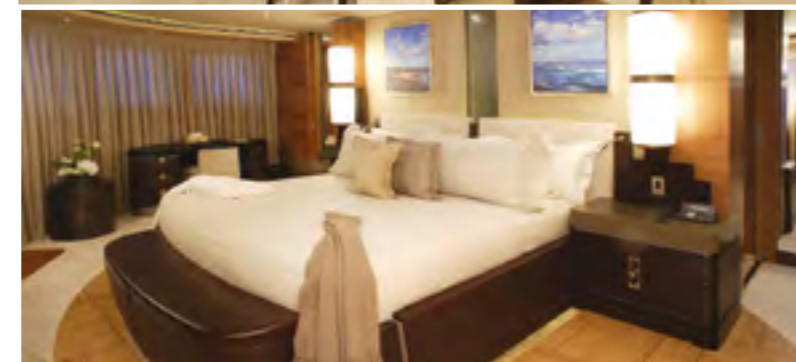
ASKING PRICE:
 EUR 68 000 000



ANASTASIA

LOA: 75.30M (247'0")
 BEAM: 12.00M (42'7")
 DRAFT: 3.90M (12'9")
 GRT: 1,991
 SHIPYARD: OCEANCO
 YEAR: 2008
 GUESTS: 12 IN 6 STATEROOMS

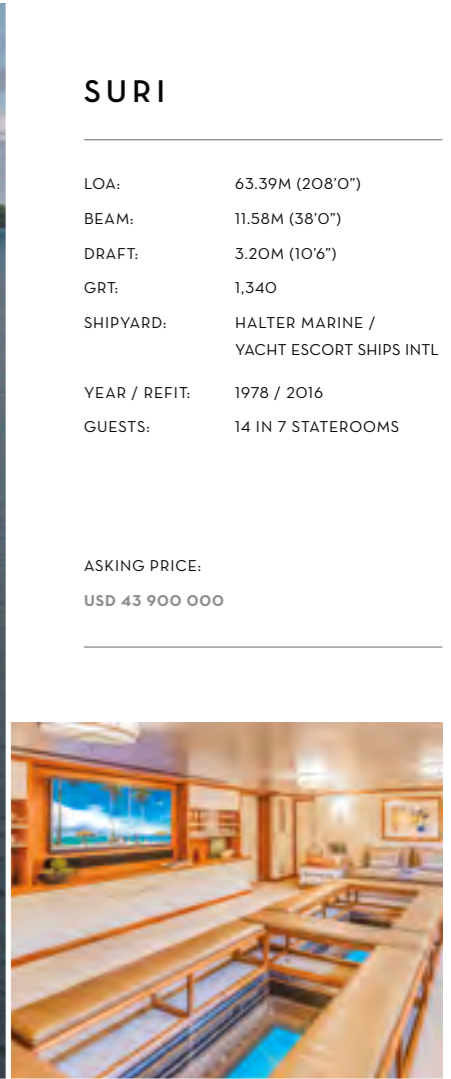
ASKING PRICE:
 EUR 75 000 000



OKTO

LOA: 66.40M (217'10")
BEAM: 11.00M (36'1")
DRAFT: 2.95M (9'8")
GRT: 1,149
SHIPYARD: ISA YACHTS
YEAR: 2014
GUESTS: 11 IN 6 STATEROOMS

ASKING PRICE:
EUR 54 500 000



SURI

LOA: 63.39M (208'0")
BEAM: 11.58M (38'0")
DRAFT: 3.20M (10'6")
GRT: 1,340
SHIPYARD: HALTER MARINE /
YACHT ESCORT SHIPS INTL
YEAR / REFIT: 1978 / 2016
GUESTS: 14 IN 7 STATEROOMS

ASKING PRICE:
USD 43 900 000



FARIBANA V

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

ASKING PRICE:
 EUR 14 950 000



INSIGNIA

LOA: 55.60M (182'5")
 BEAM: 8.80M (28'10")
 DRAFT: 3.40M (11'2")
 GRT: 655
 SHIPYARD: ELSFLETHER WERFT AG
 YEAR / REFIT: 2004 / 2017
 GUESTS: 14 IN 7 STATEROOMS

ASKING PRICE:
 EUR 8 500 000 (VAT PAID)





VENTURA

LOA: 50.00M (164'0")
 BEAM: 8.50M (27'11")
 DRAFT: 2.50M (8'0")
 SHIPYARD: HEESEN
 YEAR: 2013
 GUESTS: 14 IN 7 STATEROOMS

ASKING PRICE:
 EUR 27 000 000



GWEILO

LOA: 47.40M (155'6")
 BEAM: 8.35M (27'4")
 DRAFT: 4.70M (15'5")
 SHIPYARD: MENGI-YAY
 YEAR: 2009
 GUESTS: 6 IN 3 STATEROOMS

ASKING PRICE:
 EUR 5 900 000



MYSTIC

LOA: 46.00M (150'11")
 BEAM: 9.00M (29'6")
 DRAFT: 2.45M (8'0")
 SHIPYARD: CMB YACHTS
 YEAR: 2010
 GUESTS: 10 IN 5 STATEROOMS

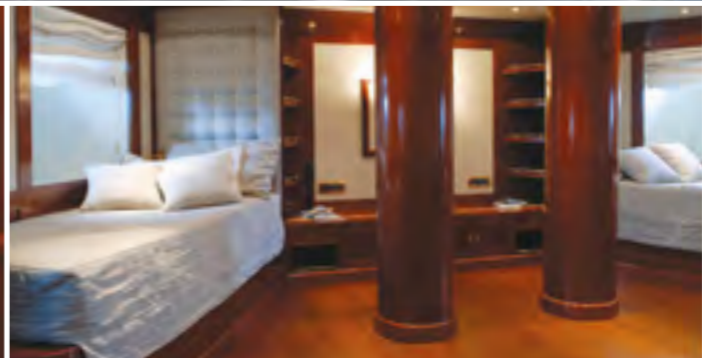
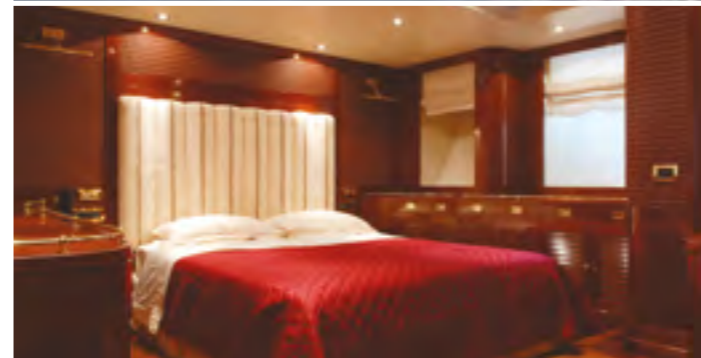
ASKING PRICE:
 EUR 9 950 000



ARIETE PRIMO

LOA: 44.20M (145'0")
 BEAM: 9.45M (31'3")
 DRAFT: 4.20M (14'2")
 SHIPYARD: RICHARD DUNSTON
 YEAR / REFIT: 1967 / 2006
 GUESTS: 12 IN 6 STATEROOMS

ASKING PRICE:
 PLEASE ENQUIRE



RELENTLESS

LOA: 44.20M (145'0")
BEAM: 8.20M (26'11")
DRAFT: 2.10M (6'11")
SHIPYARD: TRINITY
YEAR: 2001
GUESTS: 10 IN 5 STATEROOMS

ASKING PRICE:
USD 9 999 000



SOPHIE BLUE

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

ASKING PRICE:
EUR 5 500 000



BASH

LOA: 39.40M (129'3")
BEAM: 8.00M (26'3")
DRAFT: 2.35M (7'8")
SHIPYARD: MONDOMARINE
YEAR: 2009
GUESTS: 10 IN 5 STATEROOMS

ASKING PRICE:
EUR 6 900 000



FAE LON

LOA: 36.58M (120'0")
BEAM: 7.92M (25'9")
DRAFT: 1.62M (5'3")
SHIPYARD: BURGER
YEAR / REFIT: 2000 / 2014
GUESTS: 12 IN 5 STATEROOMS

ASKING PRICE:
USD 7 950 000



MENURA PRIMERO

LOA: 32.00M (105'0")
BEAM: 6.84M (22'5")
DRAFT: 1.97M (6'5")
SHIPYARD: AZIMUT YACHTS
YEAR: 2007
GUESTS: 6 IN 3 STATEROOMS

ASKING PRICE:
EUR 4 500 000 (VAT PAID)



QUEEN GRACE

LOA: 32.00M (105'0")
BEAM: 7.10M (23'4")
DRAFT: 2.20M (7'3")
SHIPYARD: HORIZON
YEAR: 2008
GUESTS: 8 IN 4 STATEROOMS

ASKING PRICE:
USD 3 980 000





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

ASKING PRICE:
 USD 5 980 000



CIPANGO

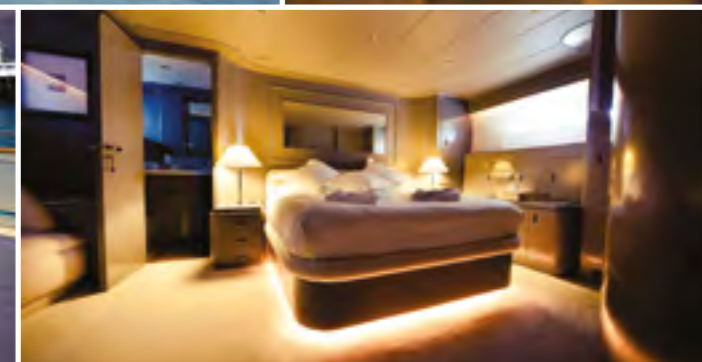
LOA: 29.60M (97'2")
 BEAM: 6.10M (20'0")
 DRAFT: 2.00M (6'7")
 SHIPYARD: VERSILCRAFT
 YEAR: 1992
 GUESTS: 8 IN 4 STATEROOMS

ASKING PRICE:
 EUR 1 350 000

MBOLO

LOA: 29.00M (95'2")
BEAM: 6.80M (22'4")
DRAFT: 3.60M (11'10")
SHIPYARD: JONGERT
YEAR / REFIT: 2004 / 2011
GUESTS: UP TO 7 IN 3 STATEROOMS

ASKING PRICE:
EUR 3 475 000



TALILA

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

ASKING PRICE:
EUR 1 350 000 (VAT PAID)



HONEY BEAR

LOA: 28.00M (91'10")
BEAM: 6.30M (20'8")
DRAFT: 2.00M (6'7")
SHIPYARD: SUNSEEKER
YEAR: 2007
GUESTS: 8 IN 4 STATEROOMS

ASKING PRICE:
EUR 2 250 000



SOLARIS

LOA: 27.50M (90'3")
BEAM: 6.30M (20'8")
DRAFT: 1.60M (5'2")
SHIPYARD: PERSHING
YEAR / REFIT: 2006 / 2013
GUESTS: 10 IN 5 STATEROOMS

ASKING PRICE:
EUR 2 495 000 (VAT PAID)



DAY OFF

LOA: 27.00M (88'7")
BEAM: 6.70M (22'1")
DRAFT: 2.20M (7'2")
SHIPYARD: FERRETTI
YEAR: 2006
GUESTS: 8 IN 4 STATEROOMS

ASKING PRICE:
EUR 3 100 000 (VAT PAID)



CALYPSO

LOA: 26.22M (86'0")
BEAM: 6.90M (22'9")
DRAFT: 2.16M (7'1")
SHIPYARD: FERRETTI
YEAR: 2009
GUESTS: 12 IN 5 STATEROOMS

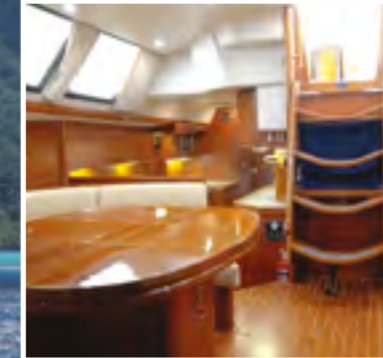
ASKING PRICE:
EUR 2 500 000 (VAT PAID)



AORI

LOA: 24.00M (78'9")
 BEAM: 5.96M (19'6")
 DRAFT: 4.00M (13'1")
 SHIPYARD: WALLY YACHTS
 YEAR: 2004
 GUESTS: 6 IN 3 STATEROOMS

ASKING PRICE:
 EUR 1 900 000



TOAD

LOA: 21.30M (69'5")
 BEAM: 5.30M (17'3")
 DRAFT: 2.77M (9'1")
 SHIPYARD: OYSTER
 YEAR / REFIT: 1996 / 2014
 GUESTS: 8 IN 4 STATEROOMS

ASKING PRICE:
 EUR 695 000 (VAT PAID)

AMELIA

LOA: 15.72M (51'7")
BEAM: 4.60M (15'2")
DRAFT: 1.23M (4'1")
SHIPYARD: SUNSEEKER
YEAR: 2008
GUESTS: 6 IN 3 STATEROOMS

ASKING PRICE:
EUR 525 000



New build
& projects



New build

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 COSMOS

LOA: 90.00M (295'3")
 BEAM: 14.05M (46'1")
 DRAFT: 3.95M (13'0")
 GRT: <3,000
 SHIPYARD: OCEANCO
 DELIVERY: PLEASE ENQUIRE
 GUESTS: 12 IN 6 STATEROOMS

ASKING PRICE:
 POA



90M PROJECT

LOA: 90.00M (295'3")
 BEAM: 13.80M (45'3")
 DRAFT: 4.00M (13'1")
 GRT: 3,000
 SHIPYARD: NOBISKRUG
 DELIVERY: PLEASE ENQUIRE
 GUESTS: 14 IN 7 STATEROOMS

ASKING PRICE:
 POA



PJ WORLD EXPLORER

LOA: 81.40M (267'1")
 BEAM: 14.60M (47'11")
 DRAFT: 4.00M (13'1")
 GRT: 2,992
 SHIPYARD: PALMER JOHNSON
 DELIVERY: 24 MONTHS
 GUESTS: 12 IN 6 STATEROOMS

ASKING PRICE:
 EUR 90 000 000



BILGIN 263

LOA: 80.00M (262'0")
 BEAM: 12.20M (40'1")
 DRAFT: 3.50M (11'6")
 GRT: 1,600
 SHIPYARD: BILGIN YACHT
 DELIVERY: SPRING 2019
 GUESTS: UP TO 16 IN 8 STATEROOMS

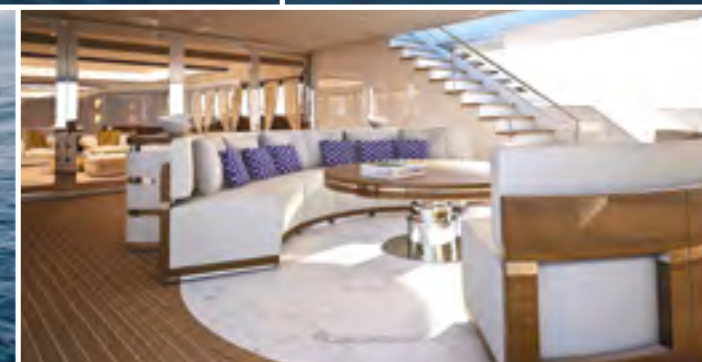
ASKING PRICE:
 POA



PROJECT DUKE

LOA: 76.00M (249'4")
 BEAM: 13.50M (44'4")
 DRAFT: 3.50M (11'6")
 GRT: 2,200
 SHIPYARD: ROSSINAVI
 DELIVERY: PLEASE ENQUIRE
 GUESTS: 12 IN 6 STATEROOMS

ASKING PRICE:
 POA



PROJECT ZENITH

LOA: 70.35M (230'0")
 BEAM: 13.00M (42'8")
 DRAFT: 2.95M (9'8")
 GRT: 1,305
 SHIPYARD: SUNRISE YACHTS
 DELIVERY: 26 MONTHS
 GUESTS: 12 IN 6 STATEROOMS

ASKING PRICE:
 POA



PERINI NAVI 2239

LOA: 58.60M (192'7")
 BEAM: 11.40M (37'5")
 DRAFT: 4.30M (14'1")
 SHIPYARD: PERINI NAVI
 DELIVERY: 2018
 GUESTS: 10 IN 5 STATEROOMS

ASKING PRICE:
 POA



PROJECT VERTIGE

LOA: 49.90M (163'9")
 BEAM: 9.40M (30'10")
 DRAFT: 4.15M (13'7")
 SHIPYARD: TANKOA YACHTS
 DELIVERY: 24 MONTHS
 GUESTS: 12 IN 6 STATEROOMS

ASKING PRICE:
 POA



BILGIN 156

LOA: 47.50M (156'0")
BEAM: 9.20M (30'2")
DRAFT: 2.60M (8'6")
SHIPYARD: BILGIN YACHT
DELIVERY: JUNE 2017
GUESTS: 10 IN 5 STATEROOMS

ASKING PRICE:
EUR 18 800 000



CMB47

LOA: 46.50M (152'7")
BEAM: 8.90M (29'2")
DRAFT: 2.50M (8'2")
SHIPYARD: CMB YACHTS
DELIVERY: SEPTEMBER 2018
GUESTS: UP TO 12 IN 5 STATEROOMS

ASKING PRICE:
EUR 15 900 000



EUROCRAFT 44M

LOA: 44.00M (144'5")
BEAM: 8.20M (26'11")
DRAFT: 3.10M (10'2")
SHIPYARD: EUROCRAFT
DELIVERY: 2018
GUESTS: 12 IN 7 STATEROOMS

ASKING PRICE:
EUR 16 300 000



PROJECT 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

ASKING PRICE:
EUR 18 350 000



40 ALLOY

LOA: 40.80M (133'10")
 BEAM: 7.90M (25'11")
 DRAFT: 3.10M (10'2")
 SHIPYARD: SANLORENZO
 DELIVERY: JUNE 2018
 GUESTS: 10 IN 5 STATEROOMS

ASKING PRICE:
 EUR 19 000 000



Defining YOUR NEW BUILD REQUIREMENTS

Once you have chosen to buy a new-build yacht, there are no doubt several 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 2016, there were 159 new-build yachts ordered and acquired, and in that same year, there were 135 yachts delivered, having been ordered by owners in previous years or built speculatively*.

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 new-build platforms. This option reduces the overall waiting time and the number of technical decisions to be made (see overleaf for our informative diagram on this subject). 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 completely eliminated. In some cases, construction on a semi-

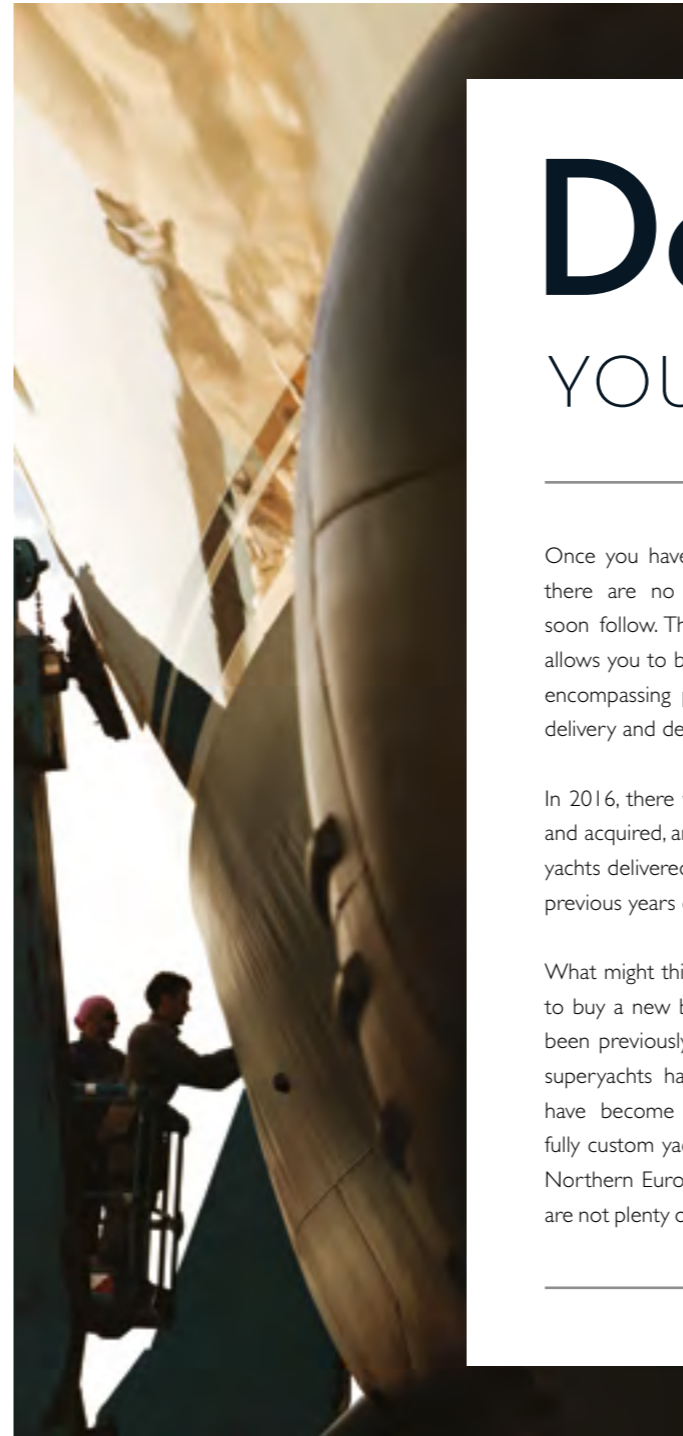
custom yacht project might have already been started by the yard before the contract is signed, further reducing waiting time for the owner.

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

TURN THE PAGE TO SEE YACHTZOO'S COMPARISON OF NEW BUILD DELIVERY TIMINGS ➡

* Figures from SuperyachtTimes.com



PRE-CONTRACT SIGNING

FROM 3 MONTHS TO 3 YEARS

NAVAL ARCHITECTURE AND EXTERIOR DESIGN DEFINITION

INTERIOR DESIGNER CONTRACTED

PRE-ENGINEERING

TECHNICAL SPECIFICATION APPROVED

PRICE AND SHIPBUILDING CONTRACT

FULLY-CUSTOM 28-40 MONTHS FROM CONTRACT SIGNING

ENGINEERING

6-9 MONTHS

- CLASS DRAWING APPROVAL •
- OWNER'S DRAWING APPROVAL •

CONSTRUCTION

24-36 MONTHS

- KEEL LAYING • MATERIAL AND EQUIPMENT ORDERING • OUTFITTING •
- HULL AND SUPERSTRUCTURE CONSTRUCTION • SYSTEMS IMPLEMENTATION •

INTERIOR DEFINITION

6 MONTHS

INTERIOR DETAILING

12 MONTHS

INTERIOR OUTFITTING

18 MONTHS

COMMISSIONING

4-6 MONTHS

PRE-CONTRACT SIGNING

APPROX 3 MONTHS

INTERIOR DESIGN FINALISING

FINAL PRICE AND SHIPBUILDING CONTRACT

SEMI-CUSTOM 24-36 MONTHS FROM CONTRACT SIGNING

ENGINEERING

3 MONTHS

- VARIATION TO STANDARD PLATFORM DEFINITION •

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

APPROX 1 MONTH

FINAL PRICE AND SHIPBUILDING CONTRACT

PRODUCTION 21-27 MONTHS FROM CONTRACT SIGNING

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

N.B. NO CUSTOM ENGINEERING OR CUSTOM INTERIOR DESIGN



Berths



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 home port 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.

- PORTOMIRABELLO provides a superb solution for those seeking convenience, modern facilities and access to a network of yachting services. A short cruise to beautiful and historical attractions, it is a central point from which to base your superyacht.
 - 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 and in 2017 it became the first recipient of the Platinum Marina Award from the Global Gold Anchor scheme.
-



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



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 home port needs of a superyacht in mind. The development of the OneOcean Club has created a 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 fibre-optic 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 the 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

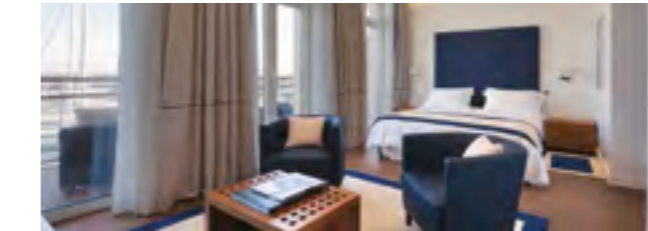
Conveniently located between Genoa and the French border, Marina di Loano is just a few hours by yacht from the main attractions of the Italian Riviera and less than a day's cruise by sea to Monaco and Cannes.

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



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



Considering the lack of large superyacht berths in the French and Italian Rivièras, 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.





PortoMirabello

PortoMirabello in La Spezia offers a modern and convenient home port solution for superyacht owners and captains seeking top-of-the-line services and facilities in the western Mediterranean. The marina has over 400 berths available on 60-year leases, including 100 slips for superyachts from 40m (130') to 130m (330') in length.

The marina's location makes it a perfect home port for luxury yachts based in the western Mediterranean. Within a few hours, you can be in the popular cruising grounds of the Italian and French Rivas. Alternatively, with an overnight crossing you can fall asleep in PortoMirabello and wake up in the glamorous bays of Sardinia.

The marina was purpose-built on a 40,000-square-metre artificial peninsula with deep water access and in close proximity to a range of superyacht maintenance facilities in the harbour. Within the PortoMirabello complex, there are 11 restaurants, from cafes to bistro to an original English Pub, as well as an onsite shopping centre

and excellent gym. To ease the pressure on your chefs, catering services are available to delivery directly to the quay.

A shuttle service is provided to visiting and home port superyachts, offering transportation to the nearest airport in Pisa (85km or one hour's drive) as well as helicopter transfers. The onsite concierge team assists with all your needs, and there is provision of electrical courtesy cars, as well as scooter and bicycle rental for crew staying in the port.

A practical hub for downtime, the marina's artificial peninsula is set just minutes' walk from the charming town of La Spezia, with its vast infrastructure of yacht service and supply companies. There are two high-capacity refuelling stations and a 160T Travelift is available for haul-outs in the marina. Safety and security remains paramount for the marina, which has 24-hour security and a modern video surveillance system.



PORTOMIRABELLO HAS BEEN BUILT WITH THE MODERN YACHT OWNER'S NEEDS IN MIND.



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 as the Global Gold Anchor scheme's first Platinum Marina in 2017 and named the YHA's Marina of the Year in 2015, Porto Montenegro 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 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.



A PURPOSE-BUILT, MODERN MARINA, PORTO MONTENEGRO PUTS THE 'STYLE' INTO YACHTING LIFESTYLE.

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:

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?

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.

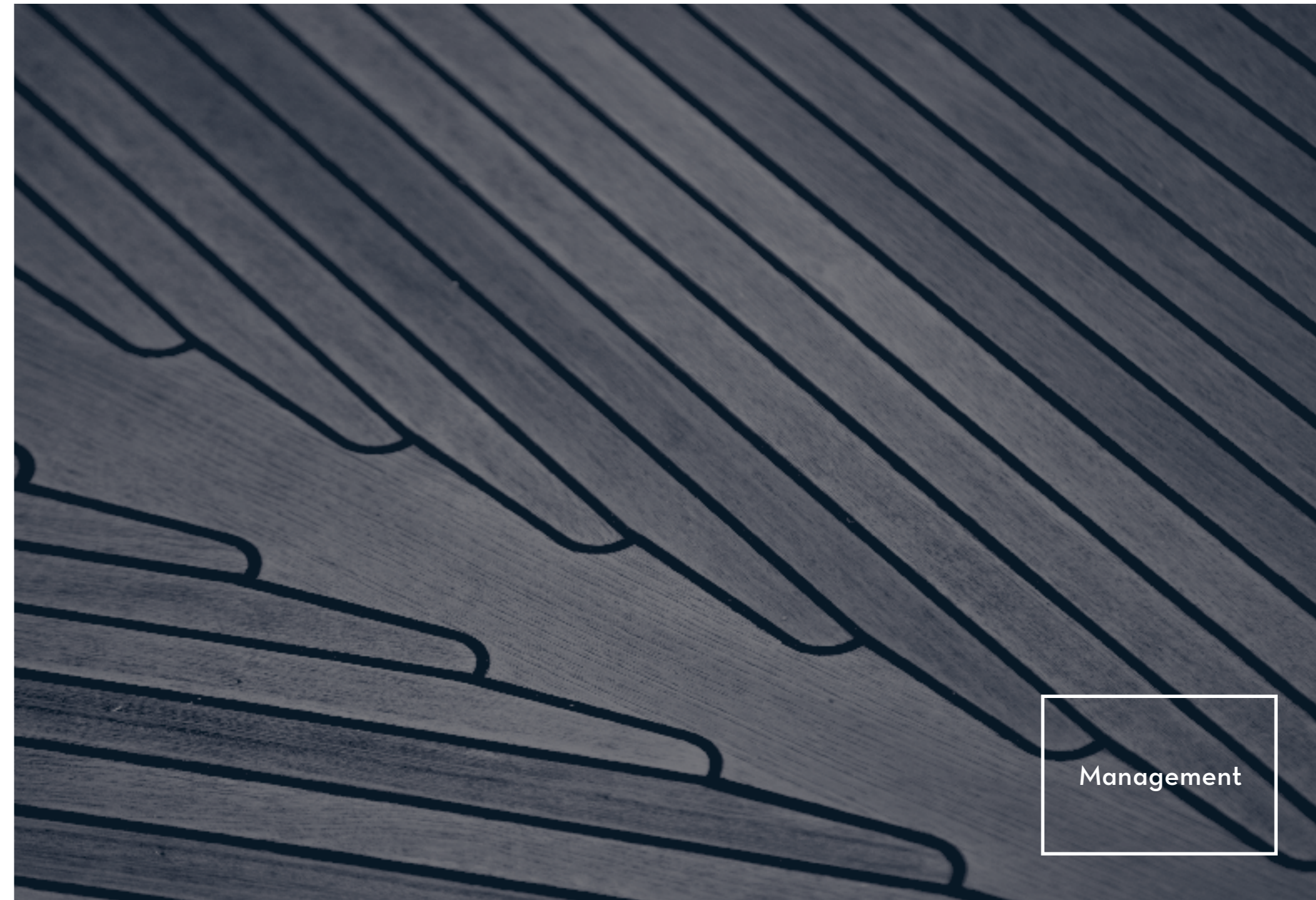
HOW DO YOU PAY FOR THE BERTH IF IT IS A LONG-TERM LEASE?

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

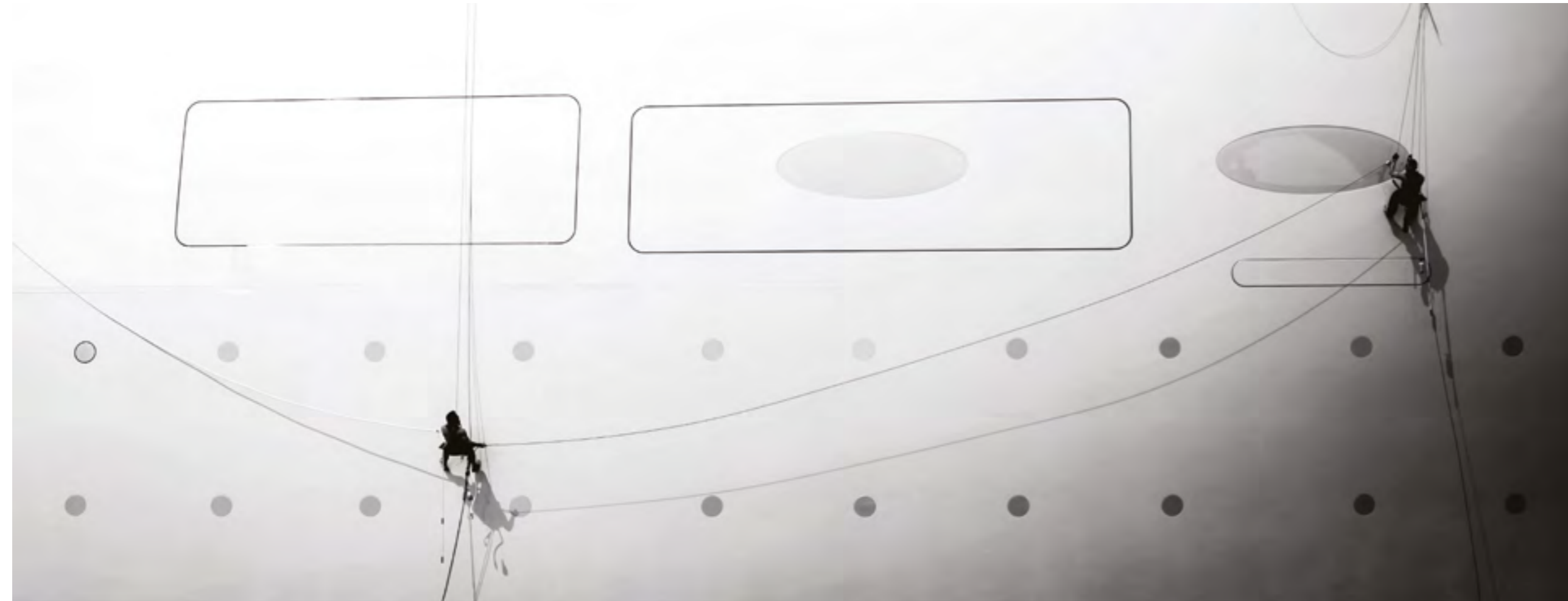
IF YOU BUY A BERTH THROUGH A BROKER LIKE YACHTZOO, WILL YOU HAVE TO PAY COMMISSION ABOVE THE FIGURE AGREED FOR THAT BERTH?

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

FIND MORE INFORMATION ON BUYING A YACHT BERTH AT YACHT-ZOO.COM



Management



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

INSURANCE ARRANGEMENT

Competitive underwriter quotes
Claim management

CREW ADMINISTRATION

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

SAFETY & SECURITY

ISM / ISPS
Flag compliance
Audit and survey
Procedures and policies

TECHNICAL & REFIT

Technical support
Planned maintenance
Yard supervision
Monitor guarantees
Maintenance system

LOGISTICAL SUPPORT

Communication subscriptions
Fuelling assistance
Assistance with crew travel
Berthing assistance





Events

DATES FOR THE DIARY

2017

MONACO YACHT SHOW
27 - 30 SEPTEMBER
PORT HERCULE,
MONACO

FT LAUDERDALE INTERNATIONAL BOAT SHOW
1 - 5 NOVEMBER
BAHIA MAR YACHTING CENTER,
FORT LAUDERDALE, USA

ANTIGUA CHARTER YACHT SHOW
5 - 9 DECEMBER
FALMOUTH HARBOUR & ENGLISH HARBOUR,
ANTIGUA

THAILAND YACHT SHOW
14 - 17 DECEMBER
AO PO MARINA,
DHUKET, THAILAND

2018

YACHTS MIAMI BEACH & SUPERYACHT MIAMI
15 - 19 FEBRUARY
COLLINS AVENUE & WATSON ISLAND,
MIAMI, USA

DUBAI INTERNATIONAL BOAT SHOW
27 FEBRUARY - 3 MARCH
DUBAI INTERNATIONAL MARINE CLUB,
DUBAI, UAE

PALM BEACH INTERNATIONAL BOAT SHOW
22 - 25 MARCH
FLAGLER DRIVE, WEST PALM BEACH,
USA

SINGAPORE YACHT SHOW
12 - 15 APRIL
ONE*15 MARINA,
SENTOSA COVE, SINGAPORE

MYBA CHARTER SHOW
23 - 26 APRIL
ONEOCEAN PORT VELL,
BARCELONA, SPAIN

PALMA SUPERYACHT SHOW
27 APRIL - 1 MAY
MARINA MOLL VELL,
PALMA DE MALLORCA, SPAIN

MEDITERRANEAN YACHT SHOW
28 APRIL - 1 MAY
NAFPLION,
GREECE

FESTIVAL DE LA PLAISANCE CANNES
11 - 16 SEPTEMBER
OLD PORT,
CANNES, FRANCE

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YACHTZOO FTL
OCTOBER 2008
TEAM SPIRIT
SUCCESS
WORK ETHICS
STRONG & CONFIDENT
TEAM WORK
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LOVE YACHTZOO



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A BREED APART

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

LONDON

20 ST DUNSTANS HILL,
LONDON, EC3R 8HL
TEL: +44 (0)203 795 2690

JAPAN

NIKKEN BUILDING 7F,
2-6-31 KAIGAN, MINATO,
TOKYO 105-0022
TEL: +81 (0)3 6447 7154

MONTENEGRO & CROATIA

TRG KULTURE 6,
TIVAT, 85320,
MONTENEGRO
TEL: +382 67 63 83 29

INFO@YACHT-ZOO.COM
WWW.YACHT-ZOO.COM