

ASIA'S LEADING YACHTING LIFESTYLE MEDIA

YACHT style

**GOLDEN
TOUCH
SUNREEF
POWERS UP
ECO RANGE**

REVIEWS

LEADERS

**WATER TOYS
CLASSIC LINE
CHARTER**

**RIVA 76' PERSEO SUPER, PRESTIGE M8
GALEON 375 GTO, DUFOUR 37
FABIAN BEZ, TORQUEEDO; EVA ORSI, TANKOA
PAOLO CASANI, CAMPER & NICHOLSON
IAQUA MODELS TRIED & TESTED
VINTAGE YACHTS IN PHUKET
INDONESIA, VIETNAM**

HONG KONG: HKD80
CHINA: RMB90
SINGAPORE: SGD12
MALAYSIA: MYR32
THAILAND: THB350
PHILIPPINES: PHP 450
VIETNAM: VND200,000
INDONESIA: IDR 125,000
REST OF THE WORLD: USD12

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ISSUE 72



80 SUNREEF POWER ECO

FEATURE | *Luxury Day Boats - Part 2*



Invictus TT460



DAY BOATS EYEING ASIA

As the luxury day boat market continues to grow internationally, more shipyards across Europe are looking to increase their presence in key markets in this region.

WORDS **CLAIRE LIM** PHOTOS **SHIPYARDS**



FEATURE | *Luxury Day Boats - Part 2*



Vanquish VQ52



Fjord 53 XL

With the likes of Sunseeker, Galeon, Fairline and Jeanneau creating new series of luxury day boats in recent years (*Issue 70 cover story*), long-time specialists in the sector are making the most of the growing popularity of their models by taking a closer look at the potential of markets in Asia.

Earlier this year, NextWave Yachting was appointed as the Hong Kong dealer for sister companies Invictus and Capoforte, whose Christian Grande-designed models are built at the Aschenez shipyard in the Borgia province of Calabria, the Italian mainland's southernmost region.

Invictus builds two series, GT (28-37ft) and TT (28-46ft), while Capoforte produces 20-28ft models across the SX, CX, FX and HX lines.

Yacht lovers in Hong Kong have the chance for an up-close view of Grande's designs and the brands' work, with five models arriving in the city this summer through NextWave, which is also behind The Next Wave beach festival in Discovery Bay from July 29-30.

One Capoforte SX200, two CX240s and an Invictus GT280 are scheduled to arrive in July, followed by a second GT280 in August, as part of the initial collaboration between NextWave and the Italian brands.

Frankie Chau, Chairman and co-founder of NextWave, said: "We've long admired Christian Grande's design work and his distinctive design DNA is evident in all Invictus and Capoforte boat models. All their boats feature stunningly stylish exteriors and luxurious interior details.

"As the models range from 20ft up to 46ft, they cater to various needs and clients within the luxury day boat sector. They're also competitively priced compared to their competitors."

NextWave is best-known as the Hong Kong dealer for Sunseeker, but has a history of representing luxury day boat builders including Fjord, one of the sector's most iconic brands, and Vanquish.

Founded in Norway in 1960, Fjord developed into a pioneer of centre-console day boats following its 2005 acquisition by Germany's Hanse Group, with the brand passing the 500-unit mark in 2019. Its

models start from the 38 Open and Express versions up to the 53 XL, which had its world premiere at last year's Cannes Yachting Festival.

Tom Steentjes founded Vanquish in 2012 and built its reputation on high-performance aluminium motor yachts, starting from the VQ45 and stretching into superyacht territory with the recent launch of the blue-hulled flagship VQ115 Veloce, while upcoming models include the VQ70.

The Dutch yard's composite models include the VQ11 and VQ16 Sports Line tenders, VQ40 Sports Line and upcoming VQ55 Sports Line. However, the brand – whose biggest market is the US – is distinguished by its aluminium series, with hulls close to 40 per cent lighter than comparable composite alternatives.

"We believe Vanquish has the potential to become a sought-after brand among discerning boat owners in Hong Kong, as many are used as day boats or tenders by superyacht owners," Chau said. "As well as the style, the unique aluminium structures set Vanquish apart from other mainstream day boats, offering considerable flexibility in design and construction."

MARKET LEADERS

Pardo has quickly become the luxury day boat sector's most popular brand, building close to 200 models a year, while its dealers include Motor Field in Thailand, which recently received a P50 and has a GT52 on the way. Sister brand VanDutch builds about 35-40 customised models a year, having established an ultra-exclusive status that attracts celebrity owners and luxury brand collaborations.

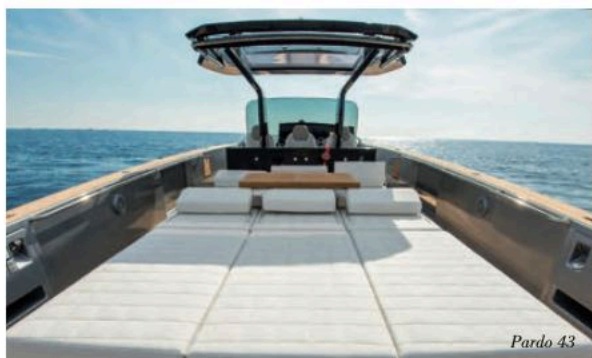
Based on Italy's east coast in Forlì (also home of Ferretti Group's headquarters), parent company Cantiere del Pardo was founded in 1973 and is best known for its Grand Soleil brand of sailing yachts.

The Italian builder moved into the luxury day boat sector with the Pardo 43 in 2017 and three years later acquired VanDutch, founded in the Netherlands in 2008 but based in Italy since the takeover. With business booming in recent years, Cantiere del Pardo has acquired a second factory in Forlì and added two more in Fano, one dedicated to VanDutch.

Currently celebrating its 50th anniversary, Cantiere del Pardo recently



VanDutch 48



Pardo 43



Pardo 50

renewed its partnership with Luna Rossa Prada Pirelli and became an official supplier for the Italian challenger for the 37th America's Cup, which will be held in Barcelona from August-October 2024.

A VanDutch 48 – already available to the Luna Rossa team at its Cagliari base – and Pardo's upcoming Endurance 72 (E72) will accompany the syndicate as it seeks again to lift the trophy, having finished runner-up in 2000 and 2021. Due early next year, Pardo's E72 will be used for VIP hospitality, making the most of a 290sqft flybridge and both IPS propulsion and an eco-speed system.

Last year, Pardo launched its GT52, the first yacht in a new GT line that will also include a GT75, while its other models comprise the E60 and the P38, P43 and P50 walkaround boats.

VanDutch models drawn by Dutch studio Mulder Design include the 32, 40, 48 and new 56, priced in the region of US\$2 million and the brand's first model with IPS drives and a T-top option. Meanwhile, the VD 75 is in production and set to debut at the 2024 Cannes Yachting Festival.

"A VanDutch profile can be done in six or seven lines, which makes it a very clean, simple and timeless design," says Rok Babarovic, Cantiere Del Pardo's Business Development Manager. "It will always be beautiful."

A magnet for brand collaborations, VanDutch has worked with the likes of Louis Vuitton, Dior, Hublot, McLaren, Stella Artois, Heineken, Red Bull and even Lady Gaga! Many celebrities own or

have chartered VanDutch yachts, with many Hollywood and sports stars, musicians, DJs and models associated with the brand.

Rather than a dealer network, the brand focuses on 'VanDutch Centers', currently located in Lake Garda (Italy), Saint-Tropez (France), Ibiza (Spain) and Miami (US).

Interestingly, Babarovic says owners are more likely to switch from VanDutch to Pardo once they wish to spend more time on the water, with Pardo's more practical features taking precedence over the more visual, emotion-led decision-making that lures people to the VanDutch brand.

"Owners may still want an open boat, but they might prefer walkaround layouts, more sun protection and easier handling because of the IPS drives, which is what Pardo models offer but still with a sleek, elegant, timeless design," Babarovic says.

"Looking ahead, Cantiere del Pardo is looking to maintain our leadership in the luxury day boat segment, both in terms of market share and positioning. With Pardo and VanDutch, we're very confident we'll be able to."

Pardo's upcoming plans include appointing dealers in key hubs like Hong Kong and Singapore then the likes of mainland China, Korea and Japan.

"The yachting markets in Asia are not as open to open boats as they are to enclosed boats and brands that have been present there for decades, so we're trying to carefully select dealers that understand that and can introduce the brands in the right way."



Solaris Power 44 Open



Evo R4



Fiat P54



Key Largo 40

FEATURE | *Luxury Day Boats - Part 2*



Wajer 55S



Tesoro 40

AROUND EUROPE

Italy's other leading day boat builders include Solaris Power – also based in Forlì – whose Open models include the 40, 44, 48 and upcoming 52 and 60, while it also produces Lobster and Flybridge series. Key Largo, owned by Bergamo-based Sessa Marine, produces outboard (24, 27, 34, 40) and inboard (24, 27, 34) lines.

In Napoli, Fiat focuses on open boats with its Seawalker models (35, 39, 43) and the P54 it debuted at last year's Genoa International Boat Show, while Apremare builds the distinctive Gozzo 35 and 45.

Just northwest of Napoli, Evo's open day boats include the R4 (43ft) in three versions and super-transformer R6 (58ft). Earlier this year, the young company founded in 2014 announced the sale of four R4 units to the Middle East through dealer Evo Yachts Dubai.

Other Italian builders in the sector include Sardinia-based Maori Yacht, while Wider is moving in with its Wilder 60 launching this summer. Italia Yachts has developed an open design for its upcoming IY 43, the sailing yacht builder's first powerboat.

In Italy, RIBs (rigid inflatable boats) and 'maxi' RIBs form a sub-sector of luxury day boats. Leading brands include Sacs (1989), which builds Rebel (40, 47, 55) and Strider (23ft-59ft) lines, and is represented by Boat Lagoon Yachting in Southeast Asia. Sister company TecnoRib (2005) produces Pirelli walkarounds (30, 35, 42, 50), while Anvera (2002) builds 42, 48 and 58 models.

Founded in 1961, Nuova Jolly includes Thailand-based Asia Global Yachting among its dealers. Other historic RIB builders include Lomac (1960), which debuted the GranTurismo 12.0 at Boot Düsseldorf in January and will premiere the Turismo 9.5 and upgraded 45ft flagship GranTurismo 14.0 at this year's Cannes Yachting Festival (September 7-12).

In the Netherlands, leading day boat brands include Wajer, founded in 1992 and whose models include the 46-knot 38, new 44, 55 and flagship 77, which reaches 37 knots and includes Tom Brady among its buyers.

Earlier this year, Bekkers released its first yacht, the Azur 45HT, which will debut at Cannes in September, while Flynt is developing

the 956 Nova, a Vripack-designed 31-footer expected to top 48 knots with twin 350hp inboards.

Frauscher, the iconic Austrian brand founded in 1927, builds motor boats from the 747 Mirage (24ft 6in) to the 1414 Demon (46ft), along with electric boats from the 610 San Remo (20ft) to the Frauscher x Porsche Fantom Air (28ft) set to debut in 2024.

In the UK, Sunseeker and Fairline – both founded in the 1960s – have targeted different ends of the market with their Superhawk 55 and F//Line 33 respectively, while other storied British builders focused on open designs include Hunton (1979) and Fletcher (1960), which is developing its first new model in over two decades, the F23 bowrider, with an electric edition targeted for late 2024.

Spanish builders include De Antonio, whose models range from the D28 to D50, while the newer Tesoro brand offers its T-38, T-40 and upcoming T-55 in inboard or outboard versions, with dealers including The Yacht Sales Co in Asia-Pacific.

In Germany, SAY Carbon Yachts has entered the market with its low-emission, carbon-built 29, 29 E (electric) and 42 models, with the 52 in production. The company was founded by CEO Karl Wagner, a carbon specialist whose background includes two decades developing Carbo Tech into one of the automobile industry's largest producers of carbon-fibre-reinforced components, working with the likes of Porsche, Aston Martin and McLaren.

SCANDINAVIAN STYLE

After day boat pioneer Fjord was founded in Arendal on Norway's south coast in 1960, eight years later Swedish builder Nimbus was established in Gothenburg, 135nm to the east. Part of the eight-brand Nimbus Group, which recorded US\$160 million in sales for 2022, Nimbus has long been Sweden's most popular boat builder and was associated with tennis star Bjorn Borg in the 1980s.

Another leader in the historic and recent waves of Scandinavian boat builders with global appeal, Nimbus continues to build rock-solid, multi-functional boats ranging from 26-49ft across four lines:



Lomac GranTurismo 12.0



Pirelli 42



Sacs Rebel 47



Nimbus T11



Nimbus T11 & W9

Tender, Day Cruisers, Commuter and Coupe Cruisers, the latter two featuring enclosed designs.

Its Tender line of walkarounds features the T8 (26ft), T9 (31ft) and T11 (41ft) – which can all be fitted with a T-top – while Day Cruisers include the 305 Drophead (33ft), Weekender 9 (31ft) and newly launched Weekender 11 (41ft), which will premiere at Cannes in September.

Asiamarine represents Nimbus in Hong Kong, Singapore, Thailand and Vietnam, and has sold the T8, T9 and T11 (*Review, Issue 65*) across the region. The dealer represents Fraser in multiple markets and has sold several Nimbus models to owners of superyachts.

“Nimbus boats are not cheap, but they’re pricey for the right reason because they’re so strong, seaworthy and safe. I now consider Nimbus the ‘last boat’ that clients buy, after they’ve tried other brands,” says Eric Noyel, founder and CEO of Asiamarine, who owns a T11 in Thailand.

“Each time I use mine, I’m still finding out more about the boat, how it has everything you need. Nimbus is building on 45 years of feedback from clients, so the designs are so practical, with everything you need in the right place. The more I use it, the more I admire it.”

Asiamarine’s portfolio also includes Galeon and Swan, who are targeting the day boat market with the dynamic, multi-functional GTO series and elegant Shadow/Overshadow models respectively.

“We see more interest in day boats in Southeast Asia than Hong Kong, although overall I think the market is still relatively small for these types of boats compared to enclosed and flybridge yachts,” Noyel says.

In neighbouring Finland, Axopar has helped popularise Scandinavian-style motor boats since displaying its first model at the 2014 Helsinki International Boat Show, having been co-founded by Jan-Erik Viitala and Sakari Mattila, who has since left and set up Saxdor.

Axopar builds its adventure-themed boats in Poland and has produced over 5,000 in less than a decade. It currently offers multiple designs across its 22, 25, 28 and 37 models, plus the 45 XC Cross

Cabin. Its dealers in Asia include Thailand-based Derani Yachts, which organised five Axopars for last December’s Kata Rocks Poker Run in Phuket, while Europa Yachts in the Philippines and Amal Yachting in Taiwan are also among dealers in Asia.

Axopar is also behind Brabus Marine, which was created in 2017 with German company Brabus, a specialist in ‘aftermarket tuning’ and special editions of cars, especially Mercedes-Benz models. Brabus Marine offers Axopar 25, 28 and 37 models (named Brabus Shadow 300, 500 and 900) with upgraded horsepower and in a wide variety of colours and designs, often military-inspired such as Blacks Ops and Stealth Green. It appointed Derani as a dealer last year.

Saxdor has further strengthened the Scandinavian offering of day boats since it was set up in 2019. Ranging from 20ft-40ft and built in Poland, models include the 200, 205, 270 (GTO, GT), 320 (GTO, GTC) and upcoming 400 (GTO, GTC), all open or with cover options apart from the enclosed GTC editions.

Its dealers include Motor Field and Pattaya Boat Club in Thailand, Xtreme Machines in Singapore and Pacific Leisure Boat in Hong Kong and mainland China, which has already brought in the 200, 320 GTO and 320 GTC models, with multiple 270s arriving in the summer.

It may still be early days for luxury day boats in this region, where Southeast Asia’s year-round warm weather could prove more welcoming to open designs than East Asia’s northern markets. However, NextWave, for one, is a believer in the sector, while emphasising that clients across the region will continue to prioritise quality, design and detailing over price.

“The luxury day boat sector has experienced significant growth in recent years because of owners increasingly seeking the freedom to cruise without requiring a crew or with only a minimal crew on board,” Chau says.

“Boat builders in this sector are competing on factors such as exterior styling, craftsmanship in luxurious interior details and performance, all of which are highly valued by buyers in this market segment.”



Axopar 37 ST



Saxdor 320 GTO