

# 71m Superyacht KOG0 listed for sale with Superyachts Monaco

## Superyachts Monaco

The Monaco Superyacht Brokerage recently announced the 71m Superyacht KOG0 is listed for sale for USD 69,500,000 excluding VAT.

Superyacht KOG0 design features were by the award-winning, British yacht designer, Tim Heywood. She's a 2006 luxurious explorer yacht, built to MCA and Lloyds class and designed to take guests on adventures to off-the-beaten-track locations. The 71.7m Superyacht reaches a top speed of 17 knots while sitting at an impressive cruising range of 5000 nautical miles.

The vessels luxurious and sophisticated modern interior was designed by Terence Disdale and features a spacious open-plan living area on the main and bridge decks. Not forgetting her ability to accommodate fourteen guests across her seven staterooms.

Inside, you'll find a full range of amenities including a spa, steam room, and state-of-the-art gym. The 71m Superyacht KOG0 offers multiple outdoor living spaces with a beach club and bathing platform, a large spa pool, an open-air cinema plus a dedicated helipad for direct access to the yacht no matter where you are in the world.

*"KOG0 is iconic. So many firsts in her sector. Diesel-electric, Ice class, Helideck, Beach Club, Stone deck, huge*

*Range, high top speed, and a brilliant layout. Plus, a rock-solid construction and the legends that are Tim Heywood and Terence Disdale (personally) having designed her. This is a real deal go anywhere Superyacht.” – said Alex Banning, Broker, and Director at SuperYachtsMonaco.*







## 71m Superyacht K0G0 Key Features:

- Dedicated Helipad
- Beach Club
- The original superyacht ice-class explorer
- Multi-award winning design including World Superyacht of the Year Award 2007
- Lloyd's 15-year special survey classification completed in 2021
- Powered by diesel-electric propulsion with twin ABB Azipods for reduced noise and vibration when cruising
- Exteriors and Interiors by world-renowned Tim Heywood and Terence Disdale respectively
- Quantum zero speed stabilisers for exceptional comfort when at-anchor
- Indoor and outdoor cinemas with Dolby surround sound and HD cinema screens

**For enquiries, contact – [gh@superyachtsmonaco.com](mailto:gh@superyachtsmonaco.com)**

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## Bilgin Yacht Technically Launch 74m Superyacht 243

[Bilgin Yacht](#) has announced the technical launch of *Project 243*, a 74m superyacht. The vessel is set to feature external lines and interior design by [Unique Yacht Design](#).

<https://www.superyachtcontent.com/wp-content/uploads/2022/02/video-1645094160.mp4>

*Video by Bilgin Yachts. Reposted by Superyacht Content*

The six-deck superyacht consists of sleek lines that allow spacious and comfortable living areas are well-reflected in her interior design. The enormous size of 243 will offer the owner and their guests multiple living areas whilst sailing around the world.

The vessel features a lounge on the upper deck, a saloon on the bridge deck, and a living room, complete with a 16-person dining table on the main deck. Also on the main deck is the owner's suite, which features a jacuzzi, office space, and a private lounge. Further sleeping quarters include a VIP cabin and four guest cabins. The crew area is located on the lower deck.

The Bilgin Yacht Superyacht Project 243 will be powered by twin 1,920 kW main engines, allowing the yacht to touch 17 knots at top speed. She has a cruising range of around 5,000 nautical miles at a speed of 12 knots.

Bilgin 243 will now finish outfitting in the West Istanbul Marina. She is due to be delivered to her owner in 2024.

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## What Is The Charter Cost Of Superyacht Amaryllis?

# **Abeking & Rasmussens 78.4m Superyacht Amaryllis**

Superyacht Amaryllis charter cost – What is it? The 257.32ft/78.43m custom motor yacht AMARYLLIS was built in 2011 by Abeking & Rasmussen. The yacht can accommodate 12 guests and double the number of crew. With a cruising speed of 12 knots, Amaryllis is capable of reaching 7,000 nautical miles.

The interior design of the yacht is predominantly white, with a variety of woods and soft cream colours. The designers responsible were the London-based design firm Reymond Langton, who also designed the exterior.

## **It's time to talk prices:**

Superyacht Amaryllis is valued at a whopping \$120 million, with an annual running cost of \$12 million. She's definitely not one for the faint-hearted. However, this explains her charter cost:

**Rate/Week – Winter:** From €650,000 (Approx. \$735,302)

**Summer:** From €695,000 (Approx. \$786,229)

## **So why does the Superyacht Amaryllis charter cost rank as one of the most expensive charter prices in the world?**

She does have a variety of special features, such as:

- A Beautiful marble bathroom and claw-foot bed in the owner's suite
- Sundeck pool lit up by underwater lights
- Plunge pool and full spa facilities
- An elegant lounge area with grand piano from Gaspiano Luxury Pianos
- Cinema suite
- Complete with a gym and beach club

Let's take a closer look at some of these special features:







All images by Yacht Charter Fleet

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## Some of the amenities included in her charter cost are:

- A 9.9m Graf Ipanema custom wooden tender with Volvo 370hp
- 2x Seabob F5S underwater scooters
- 2x Jetsurf Factory GP Surfboards



- Yamaha FZS Jetski Yamaha SJ700
- BBQ and Gym equipment
- TechnoGym Excite 900 Treadmill
- A Keiser M3 spinning bike

After all of that, the real question is: Would you pay upwards of €650,000 for a week-long charter aboard Amaryllis?? Let us know over on our socials by clicking, [here](#).

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# The Five Main Benefits Of Using a Yacht Management Company

When owning a superyacht, there are many aspects of managing your asset that is best delegated to a team of experts. This

is where yacht management companies come in. [West Nautical](#) – leaders in bespoke yacht management is here to give us five key benefits provided by a yacht management company that will help to successfully run your superyacht.



## **1. Cost Control**

A yacht management company, such as West Nautical will implement cost control management to ensure the yacht only purchases what is necessary and avoid unnecessary spending. We always recommend bulk purchasing on items such as spare parts and will secure discounts with suppliers.

## **2. Crew sourcing, employment, and yacht management**

West Nautical has a crew recruitment and management division that are experts in placing the right crew on the right yachts. This process begins by searching for suitable

candidates. We do this by verifying their qualifications, experience, and references before presenting a shortlist of suitable candidates to the captain and/or owner. The management company will then organise interviews. Following the selection of the perfect applicant, joining arrangements are put into place. Once the crew member is on board, we conduct routine crew administration. After this, we offer support and arrange downtime that suits the yacht and owner's schedule.

### **3. Technical expertise**

Technical support management includes all aspects of a yacht that allow it to function safely. These aspects include maintenance, repairs, routine services as well as purchasing equipment and spares from vendors. West Nautical works with the client, captain, engineer, and crew to determine any technical issues on board. This involves assisting with the recording and accounting for any warranty claims from a shipyard or contractors where applicable. We ensure that routine maintenance is conducted at all times, create shipyard proposals, and will oversee any refit periods upon request.

### **4. Compliance**

All vessels have to adhere to safety and security protocols. The two most important are the ISM Code(International Safety Management) and ISPS Code (International Ship and Port Facility Security). A yacht manager understands both these codes and ensures the yacht is always up to date with changes in regulations.

West Nautical ensure the safe running of yachts by liaising with the Flag State and Classification Society to arrange for statutory surveys, audits, and inspections. Also, we provide 24-hour emergency support as Designated Person Ashore and Company Security Officer.



## 5. Maintenance / refit management

Yacht management companies have the expertise to project manage a new build or manage minor or major refit works on a currently owned or recently purchased vessel. From sourcing quotes from multiple shipyards for comparison purposes to having someone on the ground managing the day-to-day operations.

A yacht refit is a complex business. Without effective management, careful planning, and ongoing evaluation, it's something that can quickly go over budget and schedule. Having an effective management company to ensure the refit is efficient and economical is key.

Geoff Moore, West Nautical's Managing Director said; "Having an experienced management team is vital in ensuring your vessel runs and is maintained to the best possible standard. Rules and regulations in the maritime industry are constantly changing. Because of this, it is in every owner and captain's best interest to find a yacht manager they trust to keep them up to date to maximise the use of their yacht in the areas they wish to cruise or charter."

[http://www.instagram.com/p/CYZCWRH03C\\_/](http://www.instagram.com/p/CYZCWRH03C_/)

For more information on West Nautical, please [get in touch here](#)

**You can also check out the latest industry news from Superyacht Content [here](#)**

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# Heesen Sell 55m Superyacht 'Project Apollo'

The 55m Heesen superyacht, Project Apollo has been sold. The sale marks Heesen's fifth of 2021, rounding out an already hugely successful year for the shipyard.



Key features of Apollo include a fuel-efficient Fast Displacement Hull design, ocean-crossing range, huge interior volumes and a timeless profile. These impressive features paired with Heesen's renowned build quality are what led to the buyers' purchase of the superyacht.





“2021 has been a very successful year for Heesen. Our semi-custom yachts, which are available on short delivery schedules, are making waves all over the world,” stated Friso Visser, Heesen CEO.





An external design by [Omega Architects](#) incorporates expansive floor-to-ceiling windows to bring a sense of sea and sky inside. Also, horizontal lines that increase the optical length of the yacht whilst reducing perceived height are in place to give Apollo extra visual impact.



The interior design of Apollo comes courtesy of Luca Dini Design & Architecture. With an interior characterised by light and warm tones, as well as contrasts in texture, Apollo creates a warm and inviting atmosphere for the owner and their guests. The vessel accommodates twelve guests in six staterooms, all of which are en-suite.



Heesen Project Apollo is due for delivery in Autumn 2023.

For more superyacht news, [click here](#)

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**M/Y Lady M Sold By West Nautical**





M/Y Lady M was listed for sale at €18,900,000.00, Geoff Moore of West Nautical represented the seller, with the buyer introduced by Matt Palmer from Sunseeker Monaco. What an achievement for the yacht management company!

**A statement from [Geoff Moore](#), Managing Director of [West Nautical](#):**

“West Nautical has been with M/Y Lady M from the beginning, from managing her build including the interior design with Vickers Studio, through to all aspects of her operations including technical, compliance, and charter management. I am very proud today to complete the sale. She is a spectacular yacht and I’m sure she will bring her new owners many years and many miles of happiness.”



## **When was the 40m Yacht launched?**

Launched back in 2018, the 40m Sunseeker is one of the highest specified examples of the 131 model. Since it was new, the owner has maintained the yacht to an exemplary standard. From her fuel tanks of 21,650 litres, she cruises at 17 knots and reaches a maximum speed of 23 knots. As well as this, Her new owners will have some excellent features to enhance their charter experience, such as underwater lights that add style even after dark. With satellite communications and Wi-Fi connectivity, they'll be able to stay connected no matter where they're cruising in the world.

## **How many guests can M/Y Lady M accommodate?**

M/Y Lady M accommodates 10 guests across five luxury ensuite cabins. On the main deck, the magnificent full-beam master



suite features near floor-to-ceiling windows. A generous VIP double cabin and two twin cabins convertible to a double are located on the lower deck.



The Superyacht Content team congratulates West Nautical on the sale of Lady M. Her new name is 'No.9', and she will be reflagged with the Malta flag.

For more of the latest Superyacht news, [click here](#)

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## 71m Lurssen Superyacht 'SKAT' Sold

The Lurssen superyacht 'SKAT' has been sold for the first time



since her delivery in 2002. The 71m vessel was sold by [Fraser Yachts](#), with Stuart Larsen representing both the buyer and seller.



Photo: Guillaume Plisson

‘SKAT’ has been with the same owner since her 2002 delivery, spending almost two decades sailing worldwide. After many years of service, she has undergone a 2021 refit, ensuring she is in top condition for her new owner.

The iconic superyacht, whose name means “treasure” in Danish first turned heads due to her military-like exterior courtesy of naval architect [Espen Oeino](#). The interior of the Lurssen ‘SKAT’ comes from the design mind of Marco Zanini.

Stuart Larsen of Fraser Yachts stated that “SKAT was one of the most exciting yachts on the market this year.” He further added, “she was extraordinarily well built, impeccably



maintained, and her layout and design are innovative and elegant. Her enduring appeal was confirmed by the extraordinary interest shown by buyers during the Monaco Yacht Show.”

SKAT was asking €49,500,000.

Full Specification:

BUILT/REFIT – 2002/2021

BUILDER – LURSSSEN

LENGTH – 71M (232’11”)

BEAM – 14.01M (46’00”)

DRAFT – 3.75M (12’04”)

GT – 1,998

HULL – STEEL

CRUISING/MAX SPEED – 14.3 KNOTS (CRUISING) / 18.1 KNOTS (MAX)

RANGE – 4,600 NM

EXTERIOR DESIGNER – ESPEN OEINO INTERNATIONAL

INTERIOR DESIGNER – MARCO ZANINI AND FLAVIO SOUZA

[Click here](#) for all the latest superyacht news

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## Steven Spielberg’s Ex-Superyacht ‘Seven Seas’ Sold

The 86m Oceanco superyacht Seven Seas, which previously belonged to Steven Spielberg, has been sold. [Edminston Yachts](#) facilitated the process with Merle Wood representing the seller and Thom Conboy of [Denison Yachting](#) representing the buyer.



Credit: Oceanco.

The vessel, renamed 'Man of Steel' by her new owner, is 86m in length with a beam of 14.2m and a 3.91m draft. Interior and exterior design are by Italian design house Nuvolari Lenard, with naval architecture courtesy of Oceanco and Azure.



Credit: Oceanco.

The superyacht was built in 2010 by Oceanco in their Alblasterdam shipyard for legendary Hollywood director Steven Spielberg. His seven children inspired the name 'Seven Seas'.



Credit: Oceanco.

'Seven seas' accommodates up to 20 guests over her 9 cabins. This includes an owner's suite which boasts a private deck, complete with Jacuzzi. The main deck includes a full-beam VIP stateroom, three doubles and one triple. In addition, the yacht can house 28 crew members.





The yacht's foredeck. Credit: Oceanco.

The 86m vessel includes many luxuries, such as a touch and go helipad, custom-built tenders, professional cinema, and an enormous aft deck with pool. Health and wellness is also a top priority on board, with facilities such as a gym, massage room, sauna and steam room.

[Click here](#) for more superyacht news.



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# UTOPIA IV – 63 Meter Superyacht Now For Sale

The 63 metre Rossinavi superyacht *Utopia IV* has been listed for sale by [Moran Yacht & Ship](#).

Built in aluminium by Italian yard [Rossinavi](#) to a design by Team For Design Enrico Gobbi, she was delivered in 2018 and is on the market for the first time since launch.

UTOPIA IV is a perfect blend of a luxury superyacht and high-performance sport boat. Her exterior has long beautiful lines and a slim profile. Her interior is elegant and roomy, sleeping 12 guests in 6 spacious en-suite cabins, including a forward-facing master suite with its own six metre terrace. The elegant interior combines simplicity with refined European style drawn from [Hermes](#) and [Armani](#), two of the world's most prestigious fashion houses.

## Her Highlights

- Elegantly Crafted Styling
- High-Performance Design
- 70 sqm Expansive Beach Club
- Built for Entertaining
- Swimming Pool and Large Sundeck
- Private Owner's Lounge off Master Suite



Utopia IV is equipped with four 2,600hp MTU M96L diesel engines, coupled with Rolls Royce Kamewa waterjets. Giving her an impressive top speed of 28knots. She US Flagged and will be available for a few showings in Miami Beach, Florida.

## Utopia IV Specifications

- **LENGTH: 206' 8" / 63M**
- **BEAM: 36' 1" / 11M**
- **BUILDER: Rossinavi**
- **YEAR: 2018**
- **DRAFT: 7' 3" / 2.2M**
- **GUESTS / CABINS: 12/6**
- **ASKING PRICE: USD 51,500,000**
- **LOCATION: Miami Beach, Florida**



To see what else you can charter with Moran Yachts, [click here](#). To find out more on the latest Superyacht news go, [here](#)

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# Amels Project SHADOW Launched!

## 74- Meter [Amels](#) Project Shadow – Launched

[Moran Yacht & Ship](#) is happy to announce another new construction launch – Project SHADOW. The 74-metre Amels 242 emerges from the Amels and Damen Yachting drydock in the Netherlands.





The Amels Limited Edition yacht, designed by Tim Heywood, is nearing completion of her outfitting before her delivery later this year. She features an elegant Winch Design interior and is equipped with the latest IMO Tier III clean emissions power and propulsion package.



Congratulations to the Amels shipyard and the new build team on reaching this significant milestone. Moran Yacht and Ship are expecting a timely and cost-effective delivery later this year!

## Highlights:

- Moran Yacht & Ship sold the project, negotiating the technical requirements and overseeing the vessel's completion.
- The sixth collaboration with the AMELS shipyard is Project SHADOW.
- The Moran Yacht & Ship team is currently working on ten projects, including Project SHADOW.



For the latest new build news, go [here](#).



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# New Amazon River Expedition Vessel: Aqua Nera

[Camper and Nicholsons](#), the world's oldest and largest yacht agency, has just welcomed a brand new expedition vessel to its fleet, the 62.40m [Aqua Nera](#).

Aqua Nera is now the most luxurious river vessel on the Amazon River, the most biodiverse area on earth. From her base in Iquitos in the Peruvian Amazon, the 20-cabin vessel has just completed her maiden voyage, and you can secure a booking from just USD 359,000 per week.



Aqua Nera

## Her Story:

The arrival of Aqua Nera is a story of its own. In July 2020, the 800-ton vessel departed Ho Chi Minh City. She was transported for 35-days through the Indian and Atlantic Oceans to the mouth of the Amazon. Her owner, Francesco Galli Zugaro, then took her 2,000km (1,200 miles) upstream through Brazil to



Peru. He said:

*“Peru’s Pacaya Samiria National Reserve is inaccessible by road. That means we had to navigate Aqua Nera up the Amazon, which unleashes the discharge of the world’s next seven largest rivers combined. The logistics of the 15-day voyage were mind-boggling. But the chance to spot pink river dolphins and red-faced spider monkeys made it well worth it.”*

## About her:

Aqua Nera is designed for the Amazon. They have fitted her with low impact smokeless engines and an extremely shallow draft of just 1.5m (5ft), causing minimal disturbances and wake. Setting the standard for luxury river cruising, Aqua Nera draws design inspiration from the Peruvian Amazon’s mystical black water lagoons. Her stylish and contemporary interior, the work of the award-winning [Noor architectural agency](#), brings the peacefulness of the Amazon – with just a hint of jungle drama – on board.

Her 20 design suites can accommodate 40 guests and include full floor-to-ceiling windows that make the revolving Amazonian panorama a permanent fixture. Each cabin is fitted with ensuite bathrooms complete with dual sinks, walk-in showers with overhead rain shower attachments.

## Her Features:

- Well-appointed and flexible accommodation for 40 guests.
- Full-length windows offering spectacular panoramic views.
- Top-class service provided by 40 passionate crew members.
- Daily expert-guided adventure activities and on-shore excursions.
- Twin observation decks at both the bow and the stern of

the vessel.

- On-deck plunge pool.
- Indoor and outdoor cinema facilities.
- Fully equipped gym and spa with single and couple treatments suites.
- Library and games room, including a pool table.
- 4 x auxiliary aluminium tenders equipped with low emission engines
- Boutique shop supporting local craftsmen.
- Infirmary with onboard medical staff.

The fine dining salon also offers cuisine from chef Pedro Miguel Schiaffino, whose Malabar restaurant in Lima ranks among San Pellegrino's World's Best Restaurants. River fish ceviche and coca leaf cookies grace his gourmet 'rainforest to table' menu.



Aqua Expeditions – Ivana Otero.

**Sacha Williams, Camper & Nicholsons' Charter Marketing Director, says that:**

*"Francesco's latest launch proves that he can place luxury vessels in the world's hottest destinations, just as he did with Aqua Mekong in Cambodia and Vietnam in 2014 and Aqua Blu in Raja Ampat and the Spice Islands in 2019. They can all be*

*chartered using Camper & Nicholsons brokers alongside a dozen other explorer yachts from the Arctic to the Indian Ocean."*

To see what else you can charter with Camper & Nicholsons, click [here](#). For more of the latest news on the superyacht industry, click [here](#).

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## **The Yacht Sales and Charter Market – How has COVID-19 changed it?**

We caught up with the CEO of [West Nautical](#), Andrey Lomakin, to discuss how the yacht sales and charter market has changed due to Covid-19 and how he thinks this summer season will be different.

### **How did you first get into the yachting industry?**

It was the year 1998 when I went to buy my first boat and that was a Maxum 1900 Caddy Cabin. I met with the first and only distributor (at that time) of American boats Bayliner & Maxum in St. Petersburg. In 1999, I went to see a friend of mine in the Czech Republic, he was a representative of [Regal Boats](#). I purchased 10 boats and took them to the Moscow Boat Show where they were sold within the first two days. The Russian market at that time showed very high growth rates.



## **What can you tell us about the sales market at the moment?**

The sales market is going through a very good time; demand currently outpaces supply. All of the most interesting and successful models have sold two years in advance. This includes models such as the [Sunseeker](#) 100 and 116, as well as the San Lorenzo SD 96, which will only be available at the end of spring 2023. You know it's an extraordinary period when someone wanting to buy a boat has to wait 2-3 years...

## **With so many years in the industry – how have you seen yacht sales change?**

I've been in the yachting industry for 22 years and I can highlight several periods:

Between 1998 and 1999, when I first came into this market, Russian and European markets were experiencing a very large growth rates in sales, volumes of production, volume of transactions on brokerage, and charter seasons on the Mediterranean Sea exceeded 12- 15 weeks, which is insane.

During the period of 2005-2007, a huge number of players entered the market. Not all were professionals in this field and naturally they all disappeared out of the market between 2009 and 2011. Those who remained in the market until today are highly professional players with good reputations. Today one can say that the yacht market has emerged from good professional players who provide quality services and really care. Those who lasted were not interested in making a quick profit, they wanted to provide quality service in order for the client to enjoy their yacht with no problems and their mind at ease.

## Are there any projects that you are particularly proud of? A special sale, a new build etc.?

There are some projects that I really like to remember. In 2012 I somehow decided that I could build the best yacht in the world and actually built a very good project; the [Mulder 94 Voyager called Firefly](#), which is available for charter through West Nautical. We built it with Dick Mulker and John Vickers. It was exhibited in Cannes and Monaco and was sold two months later. The owner still sails on it and doesn't want to sell it. We offered to pay him the original price, but the man sails, has fun, and says it's his third yacht, but his favourite.

There were some interesting deals on the secondary market when we bought one 60m yacht. Several buyers fought for it, they had a long price negotiation, and we went into the deal and closed it as soon as possible. The owner sailed on it for four years and then sold it at €100,000 more than he paid, even after owning it for four years!



Mulder 94 Voyager called Firefly

## **What can you tell us about the new build market at the moment?**

The new build market is currently booming. The only thing to say is, if the market for GRP yachts up to 30 meters has had a boom since last year, the market for 40m+ had a boom which started only in February. Factories entered the new year with a large number of construction projects. A lot of boats were due for completion in the year of 2022, and in February alone and throughout the spring, a huge number of contracts were signed. Waiting lists for many items were moved to 2024.

## **How do you find the RU market compared to the rest of Europe, or indeed globally?**

It's a good market with good customers. Very thoughtful customers, they know exactly what they want. They build their



yachts to be very beautiful and of the highest quality. I think it is one of the best markets in the world, definitely one of the top three.

## **What advice would you give to new buyers entering the market for their first yacht?**

When buying your first yacht, the most important thing to do is choose a yard that will produce a yacht which will remain competitive in the market.

The market is quite complex, with many regulations to adhere to. Yachts have become very technical and today it is not the car you get into, start and go. It's still a crew, it is property rights, registration and navigation. The first thing that the customer should pay attention to is the choice of his yacht broker or distributor to walk them through the process from the moment of ordering the yacht to the moment when the person sits in a Jacuzzi with a glass of champagne on their new yacht.

## **Have you seen a change in the types of yachts bought throughout the years? (i.e., explorer, sizes, different designs, technology updates etc?)**

Yes, of course. Technological advancement is crazy. Yachts increase in size, and if you look at yachts that were built 10 to 15 years ago, they were all much smaller. The stabilisation system has made it possible for yachts to get taller and wider. Yacht design is changing dramatically, becoming fast paced. The ergonomics of yachts has changed; the air-

conditioning systems have improved, and the level of vibrations and noise has reduced. I think yachts have recently moved forward dramatically in quality.

## **Tell us something about yourself that not many people would know, favourite sport etc?**

I love yachting, I play hockey, I ride a bike, I have a big family with eight children – the youngest is eight years old now, the oldest is 18. She just graduated from high school and attends university in Europe and helps our company with marketing. This year the West Nautical hockey team regained the status of Moscow Hockey League Cup winner, which we had in the 2010/2011 season.

## **Do you think it is more of a buyer's or seller's market at the moment?**

Today I think the market is quite balanced. Factories have the ability to increase production, but so far, they have not done so in order to avoid an unbalance in the market. I think everyone today has learned to adapt to the crisis so that there will be no serious bias towards the seller or the buyer, because factories change production instantly. For instance, the Sunseeker factory that produced 300 yachts a year in 2008, now produces 160. Market analysis and factory reactions are instantaneous. I don't see any big changes coming.

## **How has Covid-19 affected the yachting sales market?**

Covid's impact on the sales market is very simple. All last spring the market stood, then all boats up to 15 meters from the distribution stock were sold in the first month of the summer, during the rest of the summer everything up to 24 meters went off, and by the end of the year, everything up to 30m was sold. 40m+ yachts have been on sale since February of this year.

## **How has Covid-19 affected the yachting charter market?**

The market for charter yachts is also growing, but is growing a little bit more cautiously, because there are so many regulations in terms of border crossing, and not everyone is willing to accept it. Today you can still find a yacht for the summer season, though not many are available.

## **What is your opinion on the upcoming summer season, do you think it will be busier or quieter than normal in the Mediterranean for the charter season? Will Russians be able to travel within Europe as they used to pre-COVID?**

Working as always. We are involved in managing our clients, transferring boats, signing charters.

If you ask whether owners or charter customers can use their boats this year – my answer is 'Yes, the same as last year'.



Despite the difficulties, all our customers have reached their yachts.

## **If you could charter a yacht anywhere, where would you go and why?**

It all depends on the charter terms. I have some favourite spots on the Mediterranean Sea – the Balearic Islands, Italy, Croatia and Turkey. If it was a long journey of a few months, I would certainly go to the Caribbean or the Indian Ocean, and generally go over all the world.

## **Why do you think a yacht holiday is better than a land-based holiday?**

On a yacht one can have a variety of options. When you're on the water, you don't experience such an exhausting heat. It is your personal hotel, which moves with you and after you, to a place where the weather is nice and where you want to be. Yachting service is one of the highest and best in the world, therefore, probably, this combination gives grounds to believe, that the time on the boat is the best.



ENDLESS SUMMER YACHT – Photo by Cavan Photos

## ***About West Nautical:***

*West Nautical sell, charter and manage superyachts from their head office in Newcastle upon Tyne. The business currently employs a team of 21 staff throughout their offices based in the UK, Russia, France and Cyprus.*

*Since their inception over 25 years ago, West Nautical have become recognised as one of the most respected, trusted, knowledgeable and accountable professional services firms in yachting – largely due to their relentless determination to act in our clients' best interests. Their approach and attitude is transparent, refreshing and focused on providing value-added services delivered simply, elegantly and*

*affordably. Visit our website here – <https://westnautical.com>*

For Media enquiries please  
contact [sarah.mackenzie@westnautical.com](mailto:sarah.mackenzie@westnautical.com)

For yacht charter, sales or management; please contact  
Managing Director Geoff Moore [Geoff.moore@westnautical.com](mailto:Geoff.moore@westnautical.com)

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