Oceanco NXT—new perspectives, new way of thinking

Refit and Fleet Support — Ramped up and Ready

KAIROS— a 90m revolutionary design penned by Pininfarina

Experiential Yachting and Yacht Therapy — curated by Maria Alekseenko
I don’t think any of us will be sad to say goodbye to 2020.

It has been a year unlike any other. The pandemic has affected everyone in the world in some manner or another — personally, professionally, or tangentially. The saying “we are all in this together” has never been truer.

At Oceanco, our number one priority has been to assure the safety and well-being of every member of our Oceanco family. At the same time, the show must go on. While many of us have managed quite well working remotely, we have also ensured that our staff, workers and co-makers who needed to be on site were able to do so in keeping with Covid-correct health and safety protocols. Our new yachts in build and our refit projects are progressing at pace.

The pandemic—induced ‘pause’ that has been inflicted upon all of us has not been entirely without a silver lining. My family has never seen so much of me! I have been able to enjoy small pleasures such as watersports and diving with my children and grandchildren. Furthermore, I find I have been able focus my undivided attention on both old business and new initiatives. At Oceanco, we are very excited about Oceanco NXT, where every aspect of our thinking and planning revolves around innovation and sustainability.

In this issue of the Oceanco Showcase, where we are focusing on well-being and sustainability, you will read more about NXT. You will also find articles updating you on our newly enhanced facilities, new projects, new motor and sailing yacht designs, and our fleet support and refit teams. For fun, we have profiles on the chefs aboard both Sunrays and Black Pearl—even in a pandemic, one has to eat! We are also sharing some news from our friends in the industry such as Porto Mirabello, Monaco Marine, Sabrina Montecarlo, and Pininfarina.

And for those who are curious as to how I have fared in Oman, check out our destination piece about the natural wonders we have to offer visitors.

Read on,

Warm Regards
Mohammed
Dr. Al Barwani
Chairman of Oceanco
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To prepare for Oceanco NXT, we invited designers from outside the superyacht industry— Giles Taylor from the automotive world and TANK, a prominent avant-garde Dutch design studio—to join us and our partners, Lateral Naval Architecture and Engineering, to conceive a new superyacht for the future generations. Oceanco NXT brings together the new perspectives and answers future demands by reflecting across industries in the ever-changing landscape, determined to achieve zero impact on the environment.

The two central pillars of Oceanco’s NXT approach are innovation and sustainability—with a focus on finding meaningful innovations to inform every decision in building an authentically responsible superyacht, and an ultimate goal of zero impact on the environment.

Since our inception Oceanco, alongside our nonconformist Owners, has forged new pathways in the superyacht industry—challenging the status quo—setting the benchmark in terms of establishing trends. For example: in 2013 Oceanco completed the world’s first Passenger Yacht Code vessel, Equanimity (now called Tranquility); and in 2016 we delivered 86m Aquijo, the world’s largest ketch. In 2017, Oceanco delivered 110m Jubilee (now called Keos), the largest yacht built in the Netherlands; and then we delivered 106.7m Black Pearl, the world’s largest and most ecological Dynarig sailing yacht. Challenges and solutions from these superyachts gave rise to Oceanco and Lateral’s ground-breaking LIFE Design, debuted on the 109m Bravo Eugenia, that features extended length while using an optimized hybrid propulsion system to improve fuel efficiency and minimize space allocated to technical equipment.

Giles Taylor is currently the Global Vice President of Design at FAW Group. He is perhaps best known in the luxury world in his former role as the lead designer at Rolls Royce who took that company in a new direction with his elegant designs for Phantom and Cullinan, Ghost, and the Sweptail.

“There is a future wave of customers coming who can afford superyachts but the current, tired equation connecting length, deck space and interior volume that has been used ad nauseam no longer fits with how they want to live their lives,” says Taylor. “Although practicality is important, a yacht’s design should connect with those who experience it on a deeper level. It should speak to you like a beautifully designed car or a transportive piece of music.”
TANK, an interior design agency, has a proven track record in the design of ecological projects. TANK collaborated in creating one of the first sustainable hotels in Europe at a time when the concept of “green” interior design was not yet defined, and so the TANK team had to pioneer much of the research and understanding in this field. And since that time, the studio has seen a steady growth in demand for sustainable luxury spaces from developers and other clients.

According to Tommy Kleerekoper, Founding Partner and Director at TANK, luxury is not about owning more, it is about needing less: “Today, the definition of ‘luxury living’ is a moving target, as our clients have an ever-changing global lifestyle. In yachting, the industry has been holding onto an old view of luxury, with an abundance of materialization and complexity on steroids. The new generation shrugs their shoulders at this approach and prefers a ‘lighter’ way of life, where status lies less in physical products but instead is found in access to things like freedom of use, freedom for the eye and freedom for the mind. If you have too many rooms, too many decks and too much opulence, it becomes a burden.”

Lateral Naval Architecture and Engineering recently revealed its Futurology framework for innovating technology and engineering on yachts, focused on a future with zero carbon and zero emissions that is driven by the desire for greater sustainability in all areas of our lives.

James Roy, managing director at Lateral, says, “In our view, the future of yachting will be powered by a hydrogen-based fuel system produced from renewable energy sources, and Lateral is committed to this vision for the future.”

Oceanco’s CEO, Marcel Onkenhout adds, “We all realize that, although the exterior and interior styling of superyachts has progressed significantly over time, we still witness similar technical formats and standards that are deeply rooted in general proportions, form and gross tonnage. These standards have been so far developed and fine-tuned over time that they are hardly being challenged anymore, and the result is a stagnation in innovation. Together with NXT we will now delve deeper and broader than simply reducing the burning of fossil fuels to propel and operate the yacht.”

Our intention is to attract environmentally aware people who believe that the ocean serves as a mirror to their green principles and an inspiration to be part of a future that is more in tune with a sustainable human-nature existence. Asking new questions, working with co-makers inside and outside the superyacht industry, being at the forefront of innovation and sustainability is key to our strategy moving forward.

“Today, the definition of ‘luxury living’ is a moving target.”

As a global kick-off of our Oceanco NXT initiative, on the 15th of October we launched a live stream round table discussion (www.oceanconxt.com), moderated by world-renowned brand strategist Peter Economides. Participants included Marcel Onkenhout, CEO of Oceanco, Giles Taylor, Global VP of Design at FAW Group; Sanne Schenk and Tommy Kleerekoper, founding partners at TANK; James Roy, Managing Director of Lateral; and Chris Gartner, Captain of S/Y Black Pearl. We also tapped Alexander Panagopulos, Greek environmentalist and shipping entrepreneur, who joined us via a video presentation.

“Our intention is to attract environmentally aware people who believe that the ocean serves as a mirror to their green principles.”
Ships move 90% of everything you find at your home. And shipping is moving ahead, through self-regulation and its own regulatory bodies, by setting itself near impossible emission reduction targets. Initiatives such as IMO’s 2050 emission targets, the Poseidon Principles, the Sea Cargo Charter, EU’s carbon trading scheme, accelerate the demand for reliable, transparent, and understandable emissions data; not just from shipping but throughout the whole supply chain. In this new world, this data, accessible to everyone, will morph into a new currency, by which investment-worthiness will be measured.

The superyacht world, even though it could afford to invest in the latest environmental technologies since it does not operate under strict commercial considerations, is paradoxically lagging the automotive, airplane, but also surprisingly, this shipping industry of ours. Yet, Oceanco’s Black Pearl is a shining example of an incredible exception.

Existing technologies are evolving fast. From carbon-neutral to true zero: Biogas, LNG, Ammonia, Hydrogen, Methanol, Wind, Solar, Electrification, Composites, Biomimetic Paints, Super-streamlining, and others, each one and their combinations, are all at play.

Prolonging the life of ships, seen more as floating assets, with smart retrofitting applying these technologies to also avoid waste, quickly becomes one of the key desirables too.

While technologies exist, it is the collective mindset that needs to change. Every small action by anyone in the industry to reduce emissions now, becomes a measurable contribution to our decarbonization ambition.

Each day that passes, the world demands more. Yes, we in shipping are also not anywhere near zero yet. But our experience can help yacht leaders to get there. Collaboration is key.

Superyachts, it is your turn now. To this end, I applaud Oceanco for becoming the trendsetter with its NXT initiative.

Making a dent in the world but not leaving a footprint, is what this generation demands.

Let’s surprise those Gretas out there.
Dr. Mohammed Al Barwani
The Chairman of Oceanco and the Man

You acquired Oceanco just over 10 years ago. Where do you see the biggest changes in the company between 2010 and 2020?

“We have made continuous investment in expanding construction capacity, infrastructure, and have made a large increase in human resources. Between 2010 and 2020, Oceanco has multiplied in terms of manpower and revenues.”

In Oceanco’s quest for sustainability you have constructed some extremely fuel-efficient yachts. What can you tell us about them and how they were created?

“In a nutshell, 109-meter Bravo Eugenia, our first LIFE design, consumes one third less fuel than comparable yachts. The 106.7-meter sailing yacht Black Pearl is extremely environmentally-friendly and generates power when sailing. Our projects have become larger and far more technically complex. Oceanco works closely in partnership with its “co-makers” to master the complex web of different expertise and skills that are needed in building superyachts to ensure Owners’ requirements for safety, quality, sea keeping, enjoyment and reliability are exceeded.”

You have a very good management team in place at Oceanco, what role do you take on?

“Oceanco does have an excellent management team. From my business experience in many different fields, ranging from oil and gas, to financial services and shipbuilding, I have come to believe that the success in business is a team effort. It’s important to have a committed management team, and my role is similar to that of a coach in a sports team or a maestro in an orchestra. I let management play the music and I encourage them to exceed and be a winning team.”

What is the achievement at Oceanco you are most proud of?

“I am most proud of Oceanco’s strong brand name in building iconic yachts. All Oceanco yachts are custom built to the Owner’s requirement. Oceanco has been fortunate to attract visionary Owners who mandate Oceanco to build their iconic yachts, such yachts as Alfa Nero, Tranquility, DAR, Black Pearl, Bravo Eugenia... and more. Oceanco yachts have won many awards for the best designed and built yachts. And importantly, we are proud to say a number of our clients are repeat clients.”

What has been the biggest challenge at Oceanco?

“The biggest challenge in constructing superyachts, is that it takes a long time to build a yacht— three to four years. During this time many things can change. The world economy may change. Material and labour costs may change. We work with many specialized co-makers that— during the 4 years of construction— need to hold their prices. The Owner’s life and requirements may change. The long construction lead time exposes the industry to challenges due to changing circumstances. Each superyacht is built specifically tailored to the Owner’s requirement and lifestyle. We need to anticipate the Owner’s usage and incorporate the latest developments to ensure we deliver the Owner’s yacht to be enjoyed in the way the Owner intended in the privacy of family and friends for many years to come.”

What is your long term motivation or vision for Oceanco?

“We need to extend the Oceanco brand from being a shipyard that builds pioneering superyachts to being a provider and enabler of the Owner’s lifestyle. Our relationship with the clients should continue long after delivery of their yacht to ensure they enjoy their yachts. We at Oceanco are there to support them with maintenance, repairs and services. Similar to when one buys a luxury car, the manufacturer continues to provide support. With new technology, it is possible to remotely monitor the operating condition of the yacht, do diagnostics and provide captains and engineers with maintenance advisory. Also, if required, Oceanco will send service engineers to any destinations where the yacht may be to provide maintenance services on the spot.”

For those who do not know you personally, how would you describe yourself in 3 – 5 words? Or how would your best friend or wife describe you?

“Very simple, humble, down to earth, likes to help others.”
With your busy life what do you do to relax?

“I have had a 32m yacht for the last 11 years and I enjoy spending my weekends on the yacht with my family and grandchildren. I find it very enjoyable waking up to a new day on the water and looking at nature. It is calm and peaceful, and every day has something different from the day before.”

Who or what has inspired you in your life and why?

“Many people inspired me at different times in my life. These are innovative thinkers, inspirational people who have opened my mind to see, understand, and appreciate a different perspective of life and the world we live in. I am inspired by the stories of successful people. But I am also inspired by stories of simple people, who have worked hard to raise a family and educate their children.”

What does family mean to you?

“Family means everything to me. I am a family man. Family comes first. My wife and I have been married for 41 years. We have 5 adult children. Our family is very united. My wife and I started business as first generation business owners. Today we have more than 5,000 employees, and our children are now taking senior leadership positions in the group. We are looking forward to the day when the grandchildren will join the family business.”

Tell us something that someone would find surprising about you?

“I am very patient as a person. This is not always a merit, sometimes it’s a liability.”

What are your hobbies?

“Travelling, and spending time and relaxing on my yacht at sea. I also love fishing.”

Last favorite book you read?

“I read nonfiction books, but I enjoy more reading magazines and newspapers. My favorite is reading yacht magazines. I listen to international news every day. I like to know what is happening around the world.”

What is your philosophy toward your work?

“Work must be enjoyable, it should be fun, it should be something that you look forward to. I very much enjoy the yacht building business. I enjoy seeing designs being turned into superyachts. It’s like seeing a seed turning into a tree. It takes time but the process is enjoyable. Work for me is about solving problems and finding solutions. Many times things do not go as planned, situations change for the worst, and we have to find solutions for unexpected challenging events and maneuver out of difficult situations. These challenges are what makes life interesting.”

How do you define success and how do you measure it?

“Success is a state of mind, being satisfied with your life and what you do.”

“In my case, we define success in the financial growth of our business. This is the main focus of our work.”

- Dr. Mohammed Al Barwani -
What if a new kind of space gives you the power to control time?

KAIROS is a radical new yacht design from Pininfarina in partnership with Oceanco.

Elimination of momentum allows you to live in the moment. On a conventional yacht, there is an inherent sense of pushing forward to a particular destination and the inescapable stress of losing time that this momentum brings. Like a floating, living island, KAIROS has no ‘forward’ direction to aim towards, so we have the freedom to make the most of the present space and time.
Pininfarina is an internationally renowned design house, an emblem of Italian style in the world for 90 years, with offices in Italy, Germany, China and the United States. Able to blend the physical and digital worlds through aesthetics and technology, Pininfarina is deeply involved in the design of unique user experiences, focusing its activities on the design, engineering, conception and production of one-off or limited series cars.

Pininfarina is not only a world leader in automotive design. It has also carried out over 600 projects in various areas, such as transportation (yachts, airplanes and trains), industrial design, architecture & interior design, and digital design, receiving numerous international awards.

Influenced by the contrasting, multidimensional landscapes that exist in our daily lives, KAIROS provides a 360-degree experience, simultaneously connecting us with the sea below, the light and air above, and the places and people beside us.

This approach to a dwelling’s design nourishes our curiosity on an instinctive level. As the focal point of KAIROS, the vast, open space of the atrium creates a theatrical ‘piazza’ environment in which to share inspiring experiences, without spatial hierarchy between guests, Owners and crew.

When a place has no boundaries, neither does your potential. KAIROS is a new kind of living space that allows us to connect, share and create by synchronously experiencing multiple environments on board. Using transparent structures and a lack of physical barriers.

KAIROS’s unique atrium provides a vertical and horizontal nexus to the spaces around us, conveying a sense of liberty and joy.

90M DAY BOAT
Lateral Naval Architects—formed in 2018 in a partnership with Oceanco and BMT—provides complete engineering expertise to the superyacht industry, from project conception to delivery, operation and refit. While Lateral acts as an independent company to the entire superyacht ecosystem, Lateral has a special bond with Oceanco that goes back to 2009, when Oceanco first engaged BMT to team up in the development of 100m+ superyachts. Lateral and Oceanco now work together in close collaboration as one integrated team.

The use of hydrogen as an alternative fuel is not a new point of focus in the marine industry. As far back as 2006, Lateral first started exploring (under the BMT brand at that time) the application of hydrogen to commuter ferry designs, and then again in 2013 via a study of hydrogen carriers.

Every reader will be acutely aware of an increasing focus on our environment and the matter of sustainability. Shipping and the marine industry have traditionally had a fairly easy ride when it comes to emissions, perhaps by dint of the fact that the polluting aspects of marine operation happen over the horizon. This has progressively changed in the last decade and via MARPOL tier 3 standards coming into force, shipping is being brought into line. The regulatory landscape is tightening further, not just on emissions of nitrous oxides, sulphur and particulates, but also carbon. This is both at local and regional levels, such as the Norwegian Fjords that will restrict entry to only carbon-free vessels from 2026 on, and also internationally via greenhouse gas emission regulations in 2050. The construct of regulations to decarbonise the shipping industry is therefore very much underway.

Enter hydrogen. There is currently a technology race developing in the commercial marine market to find the solutions to enable zero emissions operation. In order to finance the required research, a considerable amount of funding has been made available at a governmental level, and from ship owners and operators seeking to pave the way for hydrogen to become a viable technical and economic solution. This points to the use of fossil fuels as not being part of our future. We can therefore say with some certainty, that the future is ‘Zero’: zero carbon, zero emissions.
In many areas of technology the superyacht sector follows the lead of the commercial marine market. Whilst the commercial market is driven by both regulatory and revenue earning factors, the superyacht market is somewhat driven by emotive drivers. The demographic of the average superyacht purchaser, charterer or other future ‘stakeholder’ is shifting to a younger generation, with a very different belief system and buying motivation. Clients are already asking for us to engineer, design and build yachts which can operate in a ‘leave no trace’ manner. We simply cannot wait for the commercial marine market to lead; the superyacht industry must be part of developing the solutions. There is a real opportunity here for our sector of the industry to be at the forefront of technical development and lead the way.

“This points to the use of fossil fuels as not being part of our future. We can therefore say with some certainty, that the future is ‘Zero’: zero carbon, zero emissions.”

Against this backdrop Lateral Naval Architects have explored the viability of a fully hydrogen-powered superyacht.

In collaboration with design partners SINOT Yacht Architecture & Design, Project AQUA was conceived. A key aim of the project was to explore the application of hydrogen to a design which had no operational restrictions relative to a ‘normal’ superyacht, and where the technology employed was available within a five-year window.

Early parametric studies indicated that the volumetric density of hydrogen created quite significant challenges to feasibility. To make the design concept viable, every percentage point in energy efficiency needed to be realised across the whole design. Starting with the hull, Lateral opted for an optimised length in relation to the Gross Tonnage resulting in a modest 3530 GT set on a 112m waterline. Alongside this, a propulsion system was developed to holistically minimise drag and increase efficiency. This comprises of a single-shaft design allowing the integration of enhanced hydrodynamics, with a highly efficient contra rotating propeller. Traditional stern gear was replaced by vertical axis propellers thereby removing the rudders and replacing them with thrust vectoring units. This solution both reduces drag from the system while delivering instantaneous manoeuvring forces even at zero speed. In addition, a wide range of technology applications were employed to reduce hotel load as far as practical. Development of the initial technical platform was undertaken, and from this efficient starting point the hydrogen system was realised.

It was clear from an early stage that a compressed hydrogen solution was far too large for a vessel of this type.

The final system design employs two cryogenic tanks in the centre of the yacht, storing 28 tonnes of liquefied hydrogen at -253 degrees Celsius. Alongside this, a bank of low temperature Proton Exchange Membrane (PEM) fuel cells generate electrical energy for distribution via an all-electric architecture. Lithium-ion battery banks are used for energy storage and management.

“AQUA represents a project that could be initiated today. It is not without technical or commercial risk, and as such it would require a ‘first mover’ client who would fit the profile of a true innovator.”

However, building the yacht is only part of the story of achieving Zero, today. The real challenge lies in the fuel distribution network, because that does not exist. To be truly Zero, AQUA would need to be fuelled by hydrogen generated from green energy, such as wind power. Lateral’s research and development continues in this area, challenging our engineering beyond the development of the yacht itself.

As an industry we need to widen our thinking. If we aspire to deliver yachts that have the capability to run on alternative fuels such as hydrogen, we need to play a part in the development of the fuel distribution network and also the generation of green energy. Perhaps in the future we will be packaging the sale of a superyacht with a share in a wind turbine in a far-off wind farm!
Oceanco Sailing Yachts for the Future

While Oceanco is most widely recognized for its iconic motoryachts such as Alfa Nero, Jubilee, and Bravo Eugenia to name a few, we also build sailing yachts. Extraordinary sailing yachts. The 86-meter Tripp–designed Aquijo, built in cooperation with Vitters Shipyard, is the largest performance ketch ever built, and the three-masted 106.7-meter Black Pearl is the biggest and most eco-conscious sailing yacht in the world. There are several design concepts being penned by a variety of designers. A small snapshot review to inspire...
"The seeds of Oceanco were germinated by a South African consortium in 1987. The investors purchased the Dorbyl Marine facilities in Durban and the first two Oceanco boats—the 50m Indian Achiever (now The Wellesley) and the 37.5m Caprice—designed by Gerhard Gilgenast, were built there. The completed hulls and superstructures were then transported to The Netherlands for final outfitting.

Richard Hein, principal of The A Group, is a Monaco-based naval architect and yacht designer. Profoundly integral to the growth of Oceanco from 1992 until 2004, Hein imparts a bit of historical perspective on Oceanco’s early years.

Achiever was finished at the Heesen yard in 1992, and Caprice was finished at Hakvoort. Gilgenast became ill part way through the Caprice project and Frans Heesen recommended me as a naval architect to the South African investors. Initially I worked with Oceanco strictly as a designer. I became invested in the build process and my company, The A Group, purchased 30% interest in Oceanco.

While Indian Achiever and Caprice were built for specific Owners, our next few yachts were built on speculation and completely self-financed. Oceanco became one of the first yacht builders to build on spec. We continued to build hulls in South Africa and then transport them to the Netherlands to be fitted out.

The first of these yachts was finished at the Kees Cornelissen yard, purchased by Oceanco in 1994. From 1994 through 2002, The A Group was involved in the designs of Applause (now Anna J), Ultimate (now Deep Blue II),Lazy Z, Aspiration (now Idefix), Constellation, Sunrise, Lady Christine (now Queen Mavia), Pegasus (now Helios), Al Mirqab (now NEOM), Stargate (now Yasmin of the Sea), Alfa Four (now Sea Pearl), Lady Christine of Mercy Side (now Luna II) and Lady Lola (now Lucky Lady). We used the Dreumel yard for smaller vessels. When we received orders for larger vessels, we needed a bigger facility, so we bought the Van der Giessen de Noordt shipyard in Alblasserdam (where Oceanco is currently still located). The two facilities were run simultaneously for a short period before the Dreumel yard was sold.

Some of the key people who worked with me back at the time are the driving forces behind the Oceanco of today. I am proud of the role I played in the early years of Oceanco and I am also happy to see the evolution of Oceanco and to see what they have accomplished in the years since my departure."
A Glimpse into Oceanco’s In-House Design Team

Patrick Casanova, head of the Oceanco design team, joined the company as a junior designer 22 years ago. He has certainly witnessed a sea change in design, technology and methodology since his early days. From 1998-2005, he collaborated on six Oceanco projects ranging in size from 52m to 62m. He was subsequently appointed as lead designer for the 66m Dilbar and the 62m Lady Christina. His signature Oceanco design was the 91.5m Equanimity, now called Tranquility, delivered in 2014.

“When I joined Oceanco in 1998, we started the creative process with hand sketches and used 2D drawings for exterior and interior styling of yachts,” says Casanova. “Now, of course, 3D and virtual reality have opened up a whole new world of perspectives. Oceanco projects have escalated in complexity exponentially,” says Casanova. “Equanimity was the first ever private yacht that was built to be Passenger Yacht Code (PYC) compliant. PYC dictated a host of stringent rules and regulations and necessitated innovative solutions.”

Casanova and his team created the exterior design for Equanimity and Winch Design was responsible for the interior design. Casanova says the collaboration went very smoothly with a strong line of communication. With Winch Design, art, artistry and craftsmanship play a large role. Casanova appreciates the artistry of design. And explains his thoughts on the difference between art and design: “Art is a problematically inclusive term; anything in the world can be called ‘art’. ‘The main difference between art and design, then, is that design is simply more restrained. Any artist can look at their work and see it as an extension of themselves, but designers don’t have that liberty. ... It’s art meeting science.”

Gilles Vernhet—who started as a designer trainee with Oceanco in 1997 and was eventually hired full time in 2011— has a personal love for boats and yachts. Deeply connected to the sea since childhood, he has been swimming, surfing, freediving and sailing for more than 40 years.

He considers his seafaring connection a big help in the process of designing as he feels it is important to appreciate the power of the surrounding elements. “Hand sketching has never been my main skill, so early on I developed an interest in CAD sketching (2D and 3D) which does not limit me in my creativity. It’s probably not as fast as a pencil and paper but helps in communication with the rest of the engineering team”, says Vernhet. He adds, “Design is everything but art. Design is a work of analysis and synthesis to create functional and aesthetic products combining engineering, innovation, ergonomics and semiology. There is only one difference between an engineered product and a designed product. Only one will make you feel something.”

“... It’s art meeting science.”
Thibault Lecomte is also passionate about the sea and sailing. Since his father is a sailing teacher, he grew up with boats and boating. His love for boats, combined with his desire to do something creative, led to a profession in yacht design. "When creating a new yacht concept," says Lecomte, "I believe you should have new ideas about the general arrangement plan. You should also pay close attention to different lifestyle requirements onboard, and deal with ecological issues and new technology." Lecomte believes it is important to be informed about what is out there and open-minded to anticipate the market of tomorrow. Lecomte muses that perhaps his sideline interests in martial arts and music have augmented his ability to think about yacht design in novel ways and have opened him up a new world of creation.

"With creativity the sky is the limit"

Romain Le Pleux is specialized in 3D digital design. "I don’t draw general arrangements or yacht profiles," says Le Pleux. "But I do work in cooperation with the design team. I can quickly translate ideas in a 3D model and suggest solutions to problems promptly. Moreover, with renderings—my second specialty—I can create high quality renderings that allow a client to truly see what a proposed yacht may look like. I can realize hundreds of renderings in a few weeks. This is very helpful to validate the key point on design and to save a lot of time."

Casanova, ever the voice of reason, sums up what it takes to be an in-house designer. "Whatever Oceanco is designing must be feasible," says Casanova. "With creativity the sky is the limit, there are always practical concerns when building a superyacht. However, technical constraints are a catalyst for the creativity and the creativity brings solutions to the technical constraints. Being in-house designers we work in close collaboration with the naval architects and engineers to mix and share knowledge."

In the end Oceanco is a company that is an exclusive builder of innovative superyachts, but an inclusive company in terms of teamwork!
Sabrina Monteleone-Øino, the Spirit behind Sabrina Monte-Carlo.

Sabrina Monteleone-Øino is the founder of Sabrina Monte-Carlo, the chic go-to interior design studio for everything you need to fashion and equip your superyacht, your villa, your chalet, your penthouse, or even your personal jet. A true Monegasque, Monteleone-Øino was born and raised in Monaco. “I feel incredibly lucky, I had a wonderful childhood in Monaco—it is a beautiful secure place to live with a rich history and culture, interesting people, and incredible weather,” says Monteleone-Øino. “My parents opened my eyes to fashion and design from an early age. Both were professional tailors, their atelier created suits and evening dresses for important people including the royal family. I was surrounded by creativity and beautiful fabrics.”

Monteleone-Øino studied commerce and management at University, then fell into an early career in the fashion industry working in locations from the South of France to Miami. Always passionate about interior design, she initiated her new vocation by successfully designing her own apartment and houses. She was then called upon to help her friends with their homes. Eventually she channeled her creativity and focus exclusively on design. Twenty years ago, while decorating homes, she discovered a lack of beautiful outdoor furniture options, so she endeavored to source new companies. She says, “Why have a gorgeous deck on a yacht or a stunning backyard or terrace and use plastic chairs?”

In 1999, she founded Sabrina Monte-Carlo. She now has five showrooms located in the Principality of Monaco as well as in Saint-Jean-Cap Ferrat with additional shops planned for the near future. Each boutique is beautifully designed and a feast for the eyes. If you walk off the street, you can’t help but be drawn in by the sumptuous colors, decorative items, and appealing arrangements.

Monteleone-Øino has a knack for transformations. The Sabrina Monte-Carlo brand started as a small enterprise. In the beginning the first boutique operated with two people, three months later there were six and today there are over 30 talented and multilingual professional women who work at Sabrina Monte-Carlo. They are fabric specialists, interior designers, naval architects, tableware experts, and others. Monteleone-Øino is also working with her two daughters, Manola and Carla, respectively interior and graphic designers, as well as with her sister Sophie, who is head interior designer. In addition to being a design consultancy, and to the retail boutiques, Sabrina Monte-Carlo now has an online boutique offering home décor, table accessories, bathroom and bar products, even books. The company has clients worldwide.

Monteleone-Øino attributes her success to being able to truly listen to her clients. “I do not impose my style or my taste on anyone. I want my clients to feel happy in their space. It is important to understand their lifestyle — is the space for a family, a single person, does that person need a reading corner... I also like to determine a basic color palette —do they tend toward dark wood and deep colors or do they like light materials and bright colors?”

Monteleone-Øino is well represented aboard Oceanco’s latest launch—the 90-meter DreAMBoat. “I worked together with Daniela at Terence Disdale Design and the Owner’s team on providing the yacht with a lot of its outdoor furnishings,” says Monteleone-Øino.

Monteleone’s hyphenated last name comes from her marriage to famed yacht designer Espen Øino. The dynamic duo have been dubbed Monaco’s power couple. They simply smile about that. “We maintain different offices,” says Monteleone-Øino, “but his team and my team work well together. Espen and I both trust each other and trust is extremely important in creating the best possible end result for our clients.”

“Why have a gorgeous deck on a yacht or a stunning backyard or terrace and use plastic chairs?”

sabrinamontecarlo.com
Refit, Maintenance and Lifetime Extension

While we at Oceanco have executed refits on yachts in our own fleet, it’s no secret that we used to concentrate our efforts on our new build projects. With the renovations on our outfitting facilities and our acquisition of the 28-acre construction & refit facilities, we now have the space and the resources to concentrate on refits—not only from our fleet—but also on the majority of superyachts built by other brands.

The 33 years of experience we have with our new builds translates into technical expertise that we can apply to refit. We have a dedicated refit team headed up by Frank van Loo and Mario Caeiro, both of whom are extremely experienced with project management. We also tap into our same team of co-makers that we use on our new builds.

At Oceanco we offer privacy and security in an eco-conscious environment as we support green energy projects throughout our building practices. For example, our outfitting facilities achieve 200,000 kWh of solar energy a year.
We are located near Rotterdam and Amsterdam with easy access by land, sea, and air. All refits can take place under full cover simultaneously with our new builds. We are perfectly situated and qualified to provide clients with the best possible refit experience from the ground roots right through to delivery and beyond. In the same innovative manner in which we build new yachts, we find solutions for the most challenging requests. To ensure a comfortable and enjoyable stay, the Oceanco team provides support and advice on a range of issues from the legalities of customs and immigration, to organizing short or long-term accommodations, recommending places to visit and local restaurants. In addition to our reputation for quality and innovation, we firmly believe in engaging in the fun factor. After all, yachting is all about joy.

“At Oceanco we offer privacy and security in an eco-conscious environment.”

For these reasons, we go to great lengths to ensure captains, crews and other representatives feel more than welcome here in the Netherlands. We provide both practical assistance and recreational activities to create lasting memories. Whether you come to us for a new build, refit, or maintenance, we will consider you a part of the Oceanco family.
Oceanco is one of the leading builders of superyachts in the world, but we do much more than just build your yacht. We have a dedicated Fleet Support team that will take care of any yacht issue that arises.

Fleet Support 2.0!

From the moment you set sail, Oceanco Fleet Support kicks in gear and is ready for any problems you may encounter on board. Our main mission is to provide the Owners, Guests and the crew with a hassle-free experience – from the smallest tasks to a complete serviced refit, Fleet Support takes care of the entire life cycle of the yacht.

We have a dedicated team that has immediate technical information to assist you. Our Fleet Support team, led by Anton Smit and supported by his Project Managers – including Hendrik Verkiel, Jacques Moreau and Paul de Visser – can quickly tap into all necessary expertise to accurately and efficiently address any questions. We have a well-developed service network of strategic partners – our co-makers – who are also available to offer their assistance.

We commonly communicate via Whatsapp, Zoom/Teams, Skype etc., but our team is also ready to travel to the most remote locations if necessary. Naturally now, during the pandemic, travel schedules are more limited as Oceanco ensures safety first for all employees and clients.

“I have a background as a trained maritime officer, I have a combined license (unrestricted) as mate and engineer”, says Smit. “I can speak the same language that a Captain or engineer speaks. I have also had 18 years in the Dutch superyacht building industry.”

When Oceanco started building yachts in 1987, all yachts’ manuals, drawings and schematics were in hard copy bound books. Naturally, everything has been digitized and every Oceanco has an up-to-date digital file so that all archival information can be easily accessed. Fleet Support works closely with Oceanco’s Refit, Project Development, Marketing and Sales Teams on challenges such as environmental upgrades and a host of other complex technical upgrades.

Fleet Support is always at the ready 24/7 to ensure that your yacht operates at one hundred percent one hundred percent of the time.
Damien Thompson is not one of those highly temperamental chefs you see on television. And while he respects Chef Gordon Ramsey’s talent and culinary portfolio, he describes his own personality as pretty laid back.

Thompson’s galley is always on an even keel (even when heeling over). Fat Freddy’s Drop—a musical mix of jazz, roots, techno and blues—is apt to be wafting on the sound system as he is assiduously creating his edible works of art.

Thompson, head chef aboard the 106.7-meter Oceanco-built Sailing Yacht Black Pearl, grew up on the Mornington Peninsula, one hour south of Melbourne, Victoria, Australia. The landscape there is bucolic, replete with boutique vineyards, small farms, and seaside villages dotted with gourmet cafes and restaurants. Whereas most young teenage boys were sneaking beers from their parents’ fridge, Thompson was more apt to be musing over the brightness, complexity, and finish of a Pinot Noir grown in his home territory.

“I find the environment challenging, and being adaptable is key, especially when you’re actually sailing and cooking for guests.”

—Damien Thompson

Head Chef

Black Pearl

For me food, wine, and friends is an ideal pairing. I love dining with friends and family. I also love to host dinner parties,” says Thompson. His parents were in the hospitality business and he learned a lot about food and wine from them. Going to culinary school was a natural move on his life’s trajectory.

After culinary school, he worked as a sous-chef at a new restaurant, the Shearing Shed, on Phillip Island offshore from Melbourne. The chef quit after six months and Thompson was quickly promoted to head chef at the ripe old age of 23. That year the new establishment won the best new restaurant award for the area. After some other jobs including a French Moroccan fusion restaurant in Victoria, Thompson picked up the travel bug.

Spiced olive and fig sourdough, local ginger honey butter.

• Smoked local mussel, baba ghanoush, pomegranate and sweet onion.

• Epoisse cheese, pickled grapes and chanterelle mushrooms, house-made ciabatta.

• Autumn garden, organic baby carrot, soft goat feta, quince, pickled baby beetroot.

• Cured Norwegian king scallop, rhubarb ponzu, rhubarb, sea sprouts, garden shiso.

• Dover sole, hazelnut pesto, organic buttermilk, liquorice, charred spring onion.

• Wild Pigeon, confit leg, pickled blackberries, Jerusalem artichoke, miso aubergine, pigeon and Madeira Jus.

• Baileys custard tart, stewed apple sorbet, ginger bread.

Like many young Aussies who go on walkabout, Thompson was determined to see the world. He figured no better way than aboard a yacht.

So far, he has only worked on sailing boats and has been enthralled with the experience. And Black Pearl is not just any sailboat; it is the largest privately owned sailing yacht in the world and arguably the most innovative and unique sailing yacht afloat. “I find the environment challenging, and being adaptable is key, especially when you’re actually sailing and cooking for guests,” says Thompson. “Improvisation plays a huge part in your menus and so does the location where you are.” Since the yacht is sometimes in remote places where the produce is limited, Thompson has created an onboard kitchen garden. “Although it is only small, it produces a nice quantity of herbs and uncommon garnishes like Shiso, Borage and Violas that come in handy when you need to give that plate a little lift,” he remarks.

Thompson shares with us a health and well-being Black Pearl menu that he says will leave guests satisfied but not overwhelmed. The menu doesn’t have to be reproduced as it is a guideline for what you can create with that’s in season now. All meats and fish are sourced using sustainable suppliers or organic labels where possible. The scallop dish can be made with a simple store bought ponzu (as long as it’s good quality); rhubarb is in abundance at certain times of the year and the fresh basic herbs such as coriander and mint can be replaced for seaweed.

“A chef must always be flexible!”
Simon Tavernini, head chef aboard the 85m/280ft Oceanco-built Sunrays, has been around the food industry his whole life. He grew up in the UK with an English mother and Italian father who were restaurateurs. When Tavernini was a boy, he was enlisted to help out in the kitchen, peeling potatoes and prepping dishes. His father had emigrated to the UK from Trentino in the north of Italy and brought with him a host of Italian culinary sensibilities such as using farm-fresh ingredients and creating pastas from scratch. Tavernini vividly recalls the aroma of fresh coffee brewing in the morning. His father always ground his own coffee beans—many years before the current coffee craze. Also at home, his family always had a kitchen garden growing such things as radicchio, rocket and basil. While microgreen salads have become ubiquitous today, growing up in the land of bangers and mash, fresh greens and other delicacies were a novelty to Tavernini’s peer group. “I was always a bit jealous of my schoolmates who brought peanut butter sandwiches to lunch”, jokes Tavernini, “My lunchbox usually consisted of smoked salmon and capers and paper-thin slices of Parma ham.”

Tavernini began professional life at 17. He took a three-year culinary course, then landed his first job as a sous-chef at a high-end country club. In 1999, he decided to combine his love of cooking with his love of yachting and travel. Over the last 20 years, he has worked as a chef on some of the world’s most iconic yachts, including M/Y Virginian, Tatoosh and Octopus. He has cruised not only in the Med and the Caribbean but also in Antarctica, the Maldives, Dubai, Thailand—literally around the world. With thousands and thousands of nautical miles under his belt, he has filled up a few passports — even those with extended pages. As he is on rotation on Sunrays, he has enjoyed bunkering down at his home in the Norfolk, UK countryside. His pastime is taking long walks with his Weimaraners and shooting. Whether cooking professionally or personally, his mainstays for guests, family and friends are fresh fish, game, grass fed beef, and farm fresh vegetables.

Aboard Sunrays, when the boss is onboard, Indian fare is a central focus. There is a special Tandoor oven aboard and the air is often fragrant with spices and exotic flavors. On charter anything goes and Tavernini is extremely versatile.

Left to his own devices Tavernini favors simple flavorful food made from the freshest ingredients available. Taste is of paramount importance. “I don’t really understand plopping a rosemary stick in the center of a dish if there is no intention to eat it,” he says. Tavernini is always researching and investigating new culinary trends. “In this last year, I have been introducing “Textured Vegetable Proteins” derived from peas, into my recipes. So as to maintain sustainability in the chefing industry, and to keep up to date with the ever-changing increase and demand in meat alternatives. The proteins are a wonderful replacement for meat and offer great versatility from savory to sweet dishes. It is a very exciting venture which is adding to my cooking repertoire.”

As a sideline, he mentions he has a personal penchant for truffles and he likes to insinuate truffles and truffle oil into dishes.

At any given time, Tavernini is cooking for 12 – 15 guests and 28 crew. He does have a sous-chef and another helper in the galley. But he is used to being up early and working hard for long hours.

“It’s a good thing I love what I do,” he says.

Indian tasting menu

Starter presented on Thali
Papadume, naan
Mung dhal
Matter panner
Aloo jhol
Sag paneer/homemade panner
Kachumber salad
Yoghurt

Main dishes
Goa style king crab tandoor with mustard and coconut marinade
Lamb rack tandoor with coriander yoghurt marinade
Prawn curry with curry leaf and coconut sauce
Egg curry
Traditional Chicken Makhani
Lamb Biriyani with raita
Bhindi masala
Steamed basmati rice

Dessert
Kulfi soufflé, fior di latte gelato with chilled melon salad
Oceanco’s design project Arqus redefines the concept of relaxation and pleasure. Its essence is inspired by the indulgent lifestyle inherent in the historic Roman baths and draws on the symbolism of the ancient aqueduct arches that brought water from outside sources into private homes and places of recreation. The 93-meter/305-foot Arqus represents Oceanco’s first time collaboration with two Italy-based design studios—A. Vallicelli & C. for exterior styling, and Luxury Projects for interior design.

“The word Arqus is derived from the Latin term arcus/arquus meaning arched or curved.”

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The word Arqus is derived from the Latin term arcus/arquus meaning arched or curved. Oceanco’s Arqus has an elegant exterior profile inspired by Roman arches where the transitions from deck to deck are fluid and graceful.
Reflecting on the growing demand for well-being and elements that enhance relaxation aboard a yacht, Arqus has, at its heart, a veritable Roman bath, albeit updated to the 21st century. Its spectacular spa situated at the waterline level has numerous fold-out terraces, a waterfall Roman bath and a glass dome to enhance the sense of proximity to the ocean. The wellness space also incorporates various lounging areas, a detox bar, an emotional shower, a calidarium and a tepidarium.
Have you heard of a small country at the tip of the Arabian Peninsula, called the Sultanate of Oman?

by Medina Ilyassova

READ MORE
Oman is a unique fusion of diverse influences from Bedouins, traders, sailors, and many others.

Aside from amazing hospitality, one thing that draws people to Oman is life on the water and under the water. Oman provides some of the best diving opportunities in the region. One of the special locations to visit is the Damaniyat Islands Nature Reserve, which is home to incredible coral reefs and a large array of marine life including sea turtles, sharks, rays and majestic whales.

If breathing under water with a tank isn’t your thing, then you might opt for spending a few days on traditional wooden dhow. These vessels have been crafted in shipyards in the ancient city of Sur for hundreds of years, which is known to be the historical hub for Omani sailors. The city is believed to be the original hometown of Sinbad the Sailor.

In addition to the sea, the mountainous areas of the Sultanate are something spectacular to behold, with tall peaks, rocky outcrops and friendly mountain goats. Jebel Shams, the tallest peak in the Gulf region, means ‘Mountain of Sun’ and offers wonderful camping, hiking and vantage points over the surrounding lands.

Did you know that Oman boasts the world’s tallest sand dune? Called Ramlat Al Jadilah, this dune, located in the Empty Quarter Desert, is 455m above sea level and is the largest continuous sand desert in the world. The record for tallest dune was previously held by a sand bank in Namibia that was registered at 416m above sea level. The Bedouin people of Oman date back centuries to their ancestors who navigated using the stars and lived exclusively in the desert sands. Their traditions and tribes still influence the country to this day.

Elsewhere, the monsoon season in Salalah turns the southern strip of the country into a rainforest full of thick green foliage for three months each year while the rest of the region is 50°C+. Here you can witness the desert camels swimming across the ‘soon’—flooded dry riverbeds, breathtaking waterfalls and plantations of tropical fruits. Whether you are on the water, under it, or meandering around the countryside, Oman should be your next off-the-beaten-track destination to visit.
Valentin Weigand, Young Designer of the Year Award Winner

Twenty-four year old Valentin Weigand was the winner of the Oceanco-sponsored Boat International Young Designer of the Year Award. Oceanco—a long standing supporter of this annual media award—believes wholeheartedly in encouraging and inspiring new young talent to thrive and to grow.

Weigand was born and raised in a village outside of Stuttgart—a central European hub for the automotive industry. And while his father is an automotive software engineer, Weigand has always dreamed about designing boats.

"Every summer my family would spend four weeks on Lake Como. I always looked forward to messing around in our boat—waterskiing and cruising up the lake," says Weigand. "I built my first small boat by hand when I was 10 years old, figuring out the shape and structural aspects of boat building and design. My designs improved as I got older, I even managed to get them to work via remote control".

"I believe to be a great designer—a designer with a strong personal identity—you cannot be complacent. It is necessary to move from place to place, from culture to culture," says Weigand. "A designer who is all about security, convention and conformity risks the death of passion. Through daring and learning, one can see hidden beauty in this ugly world and one can transcend complacency."

While Weigand is indeed passionate about boats—he clearly is enthusiastic about many things. For instance, he loves to cook—ox-tail ragout is his specialty. He also loves to travel. "I believe to be a great designer—a designer with a strong personal identity—you cannot be complacent. It is necessary to move from place to place, from culture to culture," says Weigand. "A designer who is all about security, convention and conformity risks the death of passion. Through daring and learning, one can see hidden beauty in this ugly world and one can transcend complacency."
Weigand's actions speak to his words. He has traveled from culture to culture in the course of his studies and internships. He studied industrial design in Germany, then naval architecture in France. He has also lived, studied, and/or worked in the UK, USA, and the Netherlands, mastering various languages as well as augmenting a skillset in design.

Reflecting back, Weigand says: “My advantage is that I now can use this toolset and implement those experiences in future design, as I believe that it’s obligatory to design for the client—not for yourself. The broader and more sophisticated the background, the greater the outcome”.

This is perhaps why Weigand claims not to have a favourite designer — with each designer’s different style and approach to their subject, they all inspire him in their own way and contribute to his progress and no doubt to future success.

He first entered the Young Designer competition in 2018 and when he did not win, he kept up with his learning: a semester in California, then an internship at Sinot Yacht Architecture & Design and a post graduate year in France. His perseverance and tenacity paid off: in 2020 he won the award.

The key design feature is the dining/winter-garden, which sits in front of a wine cave and an art gallery that also serves as a pre-dinner lounge “for endless nights full of exceptional conversations, Michelin–starred food and a mind-blowing ambiance”. The winter-garden can convert into a partly opened area, which features a waterfall that leads into the beach club’s pool. This deck can function as either a solitary space or a place of congregation.

“Appreciating the beautiful small things that surround us has shaped my design philosophy,” says Weigand. “I channel the power of beauty that I feel in my soul through my designs. The joy and the very wonder of being alive, having a conversation with someone, enjoying the taste of good food, fine art and moving to the rhythm of music”. It seems as if Weigand is engaging all the right elements for the superyacht life experience.
Alessandro Menozzi expounds on the new Porto Mirabello in the Gulf of La Spezia

Porto Mirabello is a new upscale state-of-the-art marina development in the Gulf of La Spezia. Inclusive of a shopping centre with over 30 shops, bars, restaurants and a lovely 25-meter swimming pool, the marina is strategically positioned in the northern Tyrrhenian Sea, and presents both a perfect destination and an ideal launch pad for cruising to such places as Monte Carlo, Corsica, Elba, Capri, the Amalfi coast, and Porto Cervo.

Thanks to the perspicacity and tenacity of CEO Alessandro Menozzi, the harbour development project —that had been 30 years in the making— finally came to fruition. Menozzi, new to the yachting world, worked tirelessly to conquer the numerous bureaucratic barriers and restrictions that had been a stumbling block for years. “Although I have never owned a boat, instinct kicked in,” says Menozzi. “I met the owners of this project and took over the company with the help of a bank. I jumped in headfirst, fuelled by the big picture, totally oblivious to the investment required and without any knowledge of the industry.”

Menozzi continues, “I started visiting dozens of marinas, pretending to be a client, trying to learn and ‘borrowing’ others’ experiences; I was young but the fear of failure and the hunger for success ensured that Porto Mirabello was born in less than 24 months proving that speed records can be set in Italy! During the construction, I was already signing the berths’ purchase contracts, with the aim of paying back the bank loans. Speed was an imperative! My dream came true, and Porto Mirabello was built in record time in full respect of nature and the environment. The marina was awarded the Blue Flag for meeting the strict criteria for water quality, environmental education, environmental management, and safety.

Our hospitality starts from the moment a yacht is dockside. We have beach umbrellas and deck chairs on the docks and a dedicated concierge service to take care of all our guests’ needs. Additionally, there is a shipyard inside the marina, that can manage work and maintenance on medium-size yachts as well as the possibility to conduct some ‘soft refits’ while remaining in place at the berth (a popular and distinguishing option offered by our marina — especially during low season). Last summer, Porto Mirabello received the first ever ‘Luxury’ label from the MaRINA Excellence certification scheme by Rina, the organization that judges services offered by tourist marinas in terms of sustainability, hospitality and exclusivity. The excellent rating obtained during the evaluation of Porto Mirabello is the result of attention to details and quality, such as hospitality, security, privacy and additional services dedicated to superyacht owners.

Porto Mirabello is one of the few facilities in the Med able to welcome superyachts up to 140 meters in length. Furthermore, we have just restyled a dock that allows us to have the extraordinary number of 17/18 berths from 50 to 140 meters, all on the same quay. Portovenere, Cinque Terre and Portofino are accessible by sea. Also, visitors can access Forte dei Marmi and Versilia as well as Pisa, Florence, Siena, Milan, Modena and Bologna by land. Our concierge can arrange everything from wine tastings, to treks to mountain bike tours. Plans are currently under way for a five star luxury boutique hotel offering luxury suites with 360° views over the town and gulf.

As you can imagine, the list of illustrious yachts we have hosted is quite extensive. Among other Oceanco’s we have welcomed 106.7m Black Pearl and 89m Amore Vero, and are happy to welcome more!

Portomirabello.it

“My dream came true, and Porto Mirabello was built in record time in full respect of nature and the environment.”
At Oceanco, Corporate Social Responsibility (CSR) is an evolving practice of incorporating sustainable development into our business model from a social, economic, and environmental perspective. We endeavour to transcend industry and legislative norms. We take into account a more expansive approach to the workplace, our marketplace as well as the institutions we support. In brief, we have a holistic approach to doing business. We are committed to commissioning yachts with responsible materials in as an efficient manner as possible, while continually striving to reduce our company’s environmental impact. We have formulated a dedicated action plan for corporate social responsibility. This plan includes what we have named as our five pillars: Premises, People, Process, Product and Population. In these pages we offer you some samples of CSR at play at Oceanco.

Our new eco-friendly outfitting facilities welcome its first guest—

After more than a year of renovation, Oceanco’s newly renovated outfitting facilities are up and running. With ecological enhancements, updated state-of-the-art technologies and the use of heat pumps, the building’s gas consumption is reduced by 50%. Additionally, the rooftop is equipped with solar panels that will deliver approximately 200,000 kWh of energy a year. Our commitment to building more responsible yachts in an eco-efficient environment is one more step in Oceanco’s mission to be the world’s most sustainable yacht builder.

While our drydock can accommodate yachts up to 140m/459ft in length, our outfitting facilities have been increased to accommodate yachts up to 120m/393ft in length. Our facilities are divided into access-restricted zones to assure safety and confidentiality for up to 1,000 persons at any given time, including Oceanco’s outfitting team, subcontractors, Owner’s representatives and crew. Oceanco is now set to simultaneously accommodate more yachts of greater size.
Oceanco’s 109 meter (357-foot Y720) is the first new build to take up occupancy at the outfitting facilities. Her arrival follows a successful first phase of construction which took place at our construction & refit facilities in Zwijndrecht.

Y720, designed inside and out by Sinot Yacht Architecture & Design, is distinguished by elegant classical proportions and an astonishing amount of glass. The deckhouses—main deck, bridge deck, and upper deck—are each fully surrounded by large glass windows. Lateral has once again collaborated with Oceanco on engineering a technologically advanced propulsion system.

Additional and Larger Yachts Plus Refit and Lifetime Extension Work and More

With three extensive state-of-the-art building facilities, we have expanded our capabilities. The Zwijndrecht construction and refit facilities also allow for the maintenance, refit and lifetime extension activities of the Oceanco fleet, as well as providing the ability to do outside refit work. We are very excited that this facility is also gearing up to become a co-maker hub and brain park as well as a training/educational center.

Sustainability is the single biggest opportunity for the global yachting industry to show its relevance to society by becoming a force for positive change. A hub for innovation and a result of successful collaboration between a visionary and affluent client and a future-thinking industry. But where to start and how to get there?

The superyacht industry has thrived by client demand for the last two decades to build bigger, smarter, extremer and to reach further and be completely autonomous. This client demand made it possible to be where the industry stands today. However, today the wealth and size of the group of Ultra High Net Worth Individuals that are potentially the market for superyachts has significantly outgrown the uptake of yachts, especially post financial crisis. Major question for pinpointing the reason for this growing gap is whether the superyacht industry would be able to engage more potential clients when it would succeed in making yachting more environmentally friendly. Why does the yachting lifestyle come at a cost of nature, while the entire intention of yachting is to enjoy the beauty of this very same nature? Management of superyacht companies, and some more than others, increasingly understand that sustainability is not just a technical feature for a new build yacht anymore, a ‘nice-to-have’ and ‘only if the client asks for it’ feature. It is the new minimum requirement, parallel to client-demand, the new business model and the key to long-term success. The way enabling to continue to do what it does indefinitely, which is the definition of sustainability.

Change starts with understanding. The Water Revolution Foundation, initiated from within the superyacht industry to guide it towards a sustainable future, partnered with CSE – Centre of Sustainability & Excellence - to develop and offer a superyacht industry-tailored version of CSE’s proven programme, the Sustainability-in-Practice management course. No fewer than 55 yachting professionals have been trained through four sessions in 10 months time. The course teaches practical changes one can each make in their own workplaces and day-to-day business, as well as how to measure environmental impact and create a sustainability strategy. It is very pragmatic, provides useful tools and tips, and empowers participants to start their own sustainability programmes within their respective companies. A number of Oceanco employees have already participated or are due to participate in the course, which is in line with Oceanco’s determination and commitment to a more sustainable tomorrow.

Learn more about this course through www.waterrevolutionfoundation.org/courses
Oceanco’s mission to be the most exclusive builder of the world’s coolest large yachts can’t be reached without our subcontracting partners. Oceanco outsources yacht building packages to strategic partners, called co-makers. Co-makers and Oceanco are collaborating experts that are considered partners and act accordingly. Co-maker packages do require intense interaction with other subcontractors.

The strategy which Oceanco calls “Co-maker Alignment”, is one of the reasons behind the company’s investment in new facilities in Zwijndrecht, as well as renovations of their outfitting facilities in Alblasserdam. Oceanco acquired the premises as part of the company’s long-term initiative for growth, expansion and consolidation of its construction activities. Intrinsic to Oceanco’s vision for increased efficiency, these new facilities will be a hub that will allow numerous co-makers to physically set up offices alongside the construction works, encouraging maximum synergy and alignment among all parties.

We are committed to a more sustainable approach to everything we do. While operating and building more responsible, we think about world environmental concerns and how it relates to our company and the yachts we build. Our mission to offer our Owners the world’s coolest large yachts, goes hand-in-hand with a determination to continually develop and apply sustainable technologies and be ever more conscious of making the world a better place for future generations. As part of this, we are launching the Oceanco Sustainable Stories, by meaning of the Collectables. These are durable miniatures manufactured with zero waste and they represent the story of our quest for sustainable yachting. For the first Collectable, Oceanco gives LIFE to Bravo Eugenia. Our LIFE (Lengthened, Innovative layout, Fuel Efficient, Eco-conscious) Design is a major leap towards a more sustainable future on the seas. Coupled with a hybrid propulsion system, Bravo Eugenia is configured to offer multiple operational modes including silent operation on batteries.

www.builtbyoceanco.com

Oceanco believes in collaborative and strategic partnerships. One such partnership is with the International Superyacht Society (ISS) whereby Oceanco is an annual sponsor of the Fabien Cousteau Blue Award. The ISS Fabien Cousteau Blue Award celebrates stewardship of marine ecosystems. Each year it is awarded to a worthy recipient who embodies environmental leadership, global oceanic conservation and resource preservation. “We are in the business of providing a means with which to enjoy cruising the world’s oceans. Implementing responsible technologies is intrinsic to the Oceanco yachting experience and indeed to sustainable luxury,” says Paris Baloumis, Marketing Director of Oceanco. “We endeavor to implement and develop proven expertise from within and outside the yachting industry and at the same time we pioneer new technology. That which is better for humanity, for the economy and for the future is what motivates us to build better and innovative yachts. At the same time, we embrace the fact that all of us need to be better keepers of the ocean environment.”
I understand Monaco Marine is a family owned company founded by your father. What is the history of its origin?

My father, Michel Ducros, was an entrepreneur. He started Monaco Marine in 1995 when he was 40 years old after selling his family spice company called ‘Ducros’. His personal passion was cruising on his 20m trawler. In the course of his travels, he found it frustrating that there wasn’t a good place to service his yacht on the Côte d’Azur. He thought there should be a way of having continuity of service from port to port to minimize one’s downtime while having service done. He opened Monaco Marine and was immediately successful because, being a yachtsman, he understood the expectations of the potential clients.

Monaco Marine Shipyards

- **Beaulieu**: 2 travelifts (40 and 130 tons) and synchrolift of 340 tons
- **Saint Laurent**: 1 travelift of 75 tons
- **Antibes**: 2 travelifts (80 and 200 tons)
- **Saint Tropez**: 2 travelifts (140 tons and 65 tons)
- **La Seyne**: 1 travelift of 560 tons
- **La Ciotat**: Up to 2000-ton synchrolift
- **Marseille**: 6000-ton synchrolift currently in development and due to open in 2023

What kind of service is the yard capable of?

While we are involved with refits and conversions, maintenance is actually at the core of what we do. With our 132,000 sqm of shipyards, we are a main platform for any kind of yacht maintenance or upgrades. Of course, we also have crew support, shops, delivery service, and more.

2020 is our 25th anniversary and we now have seven shipyards and one marina in Monaco in our network. Each of our shipyards is targeted to a certain type of yacht, mainly based on the size. Today, we service more than 600 boats per year in 24m+ size range, which is a 10% market share in the refit industry based on the number of the fleet.

Our scope of work includes decade survey, full paint job, modification of the layout, upgrade of the IT or any equipment, change of the interiors, metal and piping work, structural modifications, stabilization systems, motorization, etc. Each Owner has a different idea about his boat; hence, the scope of possibilities is often large and variable. Most of the time, we work closely with the builder to ensure the best possible outcome.

What are the biggest challenges you face in at the yards?

Three main pillars for us are quality, price and delay. In order to minimize problems, there are 5 important elements that make sure we reach our objectives:

1. **HSE** – Health, safety and environment: For instance, Monaco Marine shipyards are entirely environment friendly. All the communes where we have our shipyards have the “blue flag” for their beaches, which means that the water is 100% clean for the swimmers.

2. **Human relations**: People are key.

3. **Subcontractors**: We choose the best sub-contractors for given jobs to maintain best quality.

4. **Workshops**: The people in our workshops are the best at what they do.

5. **Project management**: Project managers are pivotal — they make sure all happens as expected.

What is your relationship to Oceanco? What kind of service is the yard capable of?

Oceanco is a model for Monaco Marine. We are grateful that Oceanco is a step forward company in our industry, able to go beyond expectations as they also did in the past. We are really proud and happy to have an excellent relationship with Oceanco. We enjoy working together to fulfill an Owner’s dreams and are looking forward to our mutual future!
Maria Alekseenko, Monaco-based entrepreneur, wears a few hats. She is a charter broker, an adventure activist, board member of the Monaco shooting club, writer and conceptual artist. Hailing from Belarus, she settled in Monaco ten years ago and started working in the yachting industry. In recent years, she has sought to expand her own horizons as well as those of her clients with a new concept—a concierge service for yacht owners, captains, and others that transcends the classic run-of-the-mill Mediterranean excursions and tourist itineraries.

Her newly formed company, Experiential Yachting, proffers unique destinations along with exclusive experiences such as sea dancing, underwater farming, and cultural colloquy. She has taken clients to the hinterlands of Northern Norway, Antarctica, and Tanzania among other exotic locations. Alekseenko refutes the vision of yachting as a spurious status symbol. She sees yachting as an important ‘lifestyle investment’ and equates the experience one gleans from life and travel aboard a yacht to a value equal to any number of diversified assets—more precious than cars, watches, stocks, and other luxury items. Yachting and the sea can be intrinsic to a holistic sense of well-being. Alekseenko finds life at sea extremely therapeutic.

When she is not on yachts, or organizing yachting adventures, Alekseenko is often on her terrace in Monaco overlooking the Larvotto, observing the vast array of world-class yachts that are visiting. Passionate about the sea and yachts, she began exploring sea-surface appearances and exterior lines and lights of famous superyachts anchored or cruising Monaco coast at night.

She has taken a series of abstract nighttime photos using long exposure, intentional camera and lens movement techniques of yachts in the harbor, including some iconic Oceanco yachts. While she does not position herself as a professional photographer, she talks about her photographic work as a type of dance where she is trying to reach the perfect balance between the camera, the human, the environment and the photo-object.
Specialising in fine linens, Oliveri ensures every piece is hand-cut and hand-made in Tuscany utilising certified sustainable products such as GOTS (Global Organic Textile Standard) and Oekotex 100. Plastic materials are never used, all buttons are sourced from natural resources such as mother of pearl and corozo. All embroidery is carefully designed to be unique.

A growing part of Oliveri’s business is working with superyacht clients. Oliveri Home works directly with shipyards as well as with interior designers and end customers. “We can start working from the General Arrangement developing a detailed list of the possible items needed on board for a seven-star service” says Mariangela Oliveri. “We continue working on renderings to identify décor and patterns that can be translated in custom linens for each area of the project. We then produce custom samples to help clients in the final choices”. When the linens are delivered on board, Oliveri offers any last minute support to the crew.

Oliveri’s fundamental business approach is based on fairness, respect for human rights and universal civil liberties, making ethical values a stronghold of the company. “Aligning our production to GOTS confirms our commitment towards our consumers, our team and the environment,” says Oliveri. “This standard defines the requirements throughout the whole supply chain for both ecology and labor conditions in the textile industry, and social criteria based on the key norms of the International Labor Organization (ILO) that must be met by all processors and manufacturers”.

Production of Organic Cotton is based on a farming system that maintains and replenishes soil fertility without the use of toxic pesticides and fertilizers. Oliveri embraces these values and transfers them into each of their linens through a careful selection of suppliers and a heedful choice of materials.

To satisfy different tastes and requirements, Stajvelo offers three ranges. The Urban Range has 4 different models, the Road Range offers two models, as does the Off-Road Range. Frames are made of carbon, the batteries are lightweight and extremely compact. With Swiss rims and Pirelli tires, these bikes are winners. Stajvelo offers an option for ‘made-to-measure’ — Velofitting the bike expressly to you.

Just think about how Monaco would be with no traffic jams. If more people biked to work everyone would be more fit, and the air would clean. Ah, but Monaco does have a few hills. An e-bike does not mean you are cheating. Stajvelo, the Monaco-based electric bike company founded by Thierry Manni, gave birth to its first model, the RV01, in 2016. Passionate about the freedom derived from biking, Manni’s goal in creating the perfect e-bike was to imbue his designs with simplicity, function, and comfort. The result is the union of technology and aesthetics.

Stajvelo.com
Why is it inaccurate to compare custom super yachts by price per GT? It is impossible to compare prices for custom super yachts based on GT because of the variables in the main cost drivers. The GT price comparison is significantly influenced by any deviation from a “standard” which will impact the complexity and therefore the cost of the yacht.

Elements that play an important factor in the total cost are items such as design and execution of the luxury interior (including factors like the selection of materials), complexity of design and installation; and the same with the design and execution of the exterior; complexity in shape, use of special materials such as large glass panels in complex shapes, paint colour & finish; type and power installed for the main propulsion and auxiliary machinery installation; number and complexity of large moving objects like hull doors, tender doors, opening balconies and other special movable parts. In brief, each design has a different complexity, the GT is measured against a set of rules, which can be interpreted in several ways. When the yacht design comes closer to a certain limit, like the operation limit of 3000GT for Captains and manning requirements, the yard can apply very costly measures to bring the number (on paper) down to stay just below (maybe 3250GT when calculated differently). And inversely, if a yacht design is estimated around 2000GT, these costly solutions would normally be skipped resulting in a relatively high GT number (by a different interpretation it could be 2200 as well!).

In addition, value in yachting context is highly variable, depends on market status, etc. There have been moments where yachts have been sold for higher value than the original buyer cost (due to scarcity of new listings, no building slots, etc.). Right now the market is said to be a buyer’s market (and it has been so for quite a few years), so perhaps it could be assumed that cost and value are in alignment.

What are the other factors that have to be considered in a comparative valuation? The complexity of the exterior and interior design, the propulsion system (is it DD, or DE, or hybrid, with azimuths or with straight shafts, with or without Variable Pitch Props, with a battery energy storage system or not, the number of automated openings in the hull and superstructure, including hatches, balconies, doors, etc.), the GA and the complexity of the luxury interiors, the quality of the crew interiors, the richness of the base specification of each yard (the USPs, that which is already standard versus an upgrade). Other important factors are delivery date and scope of inclusions and exclusions, quality and type of equipment, redundancy, sustainability, quality and finish of technical spaces, heights and volumes, noise and vibration levels — items such as these that are not visible in the GT ratio. There is always a high number of hidden costs. To give a small example, when the level of comfort raises, the measures to make it happen might take up a certain amount of space, which would have to be gained back by perhaps a smaller interior space or maybe an enlarged profile, neither of which would be a satisfactory trade-off for the client.

Assessing new vessel cost based on GT may provide a good initial guidance, as long as other considerations are run in parallel.

- Price / GT vs geographical location should be considered.
- Average resale value of shipyard’s existing fleet should be looked at — what is the depreciation rate per year? Different shipyards perform differently.
- Does the vessel present any innovative technology? Any first–time prime features? These elements have market value. Brand/ Pedigree of designers and naval architects are also significant considerations.

Quality is also a major factor, plus a whole host of other intangibles covering the buying and build experience, the approach to in–contract changes and variances from contract specification, after service support, and resale value associated with brand status. All of these factors need to be considered, especially for a new build.
Are the considerations different for semi-custom/series and pre-owned yachts?

Only when comparing apples and apples are the considerations the same. Otherwise you are trying to flatten a comparison of complex, non-trivial products, such as thousands of hours of hard work by designers, engineers, and craftsmen into a simple division calculation. And naturally, the technical, design and performance risk on a full custom yacht is vastly different from the factors in a series/semi-series production yacht.

Semi-custom and series yachts may have lower variability in how GT is utilized as luxury area from one design to another and therefore the metric may give some insight. For a pre-owned yacht, the aspects relating to buying and build experience, approach to in-contract changes and variances from contract specification, after service support can obviously be discounted.

For semi-custom and previously owned yachts, the cost/GT will probably more be balanced around the fleet.

Can the concept of Compensated Gross Tonnage be adapted to compare super yachts?

The compensated gross tonnage number is only valid to compare yachts with other vessels (like cruise ships or other commercial vessels), not to compare different types of yachts. Compensated Gross Tonnage number was created to assess output volumes of different shipbuilding industries on fairer basis: rather than only looking at annual GT built per segment, a new formula accounting the hours of work put to produce a specific vessel where being accounted. The man-hours required for building a superyacht will vary from shipyard to shipyard. Moreover, it could be demonstrated easily that in countries where more hours will be required to build a vessel, the final cost due to different hourly rates will be less. CGT does not make a lot of sense in the superyacht context.

Are computer algorithms an accurate tool for making price valuations?

That depends upon the algorithms used and the input that is being given in the calculation. Any algorithm, whether computer calculated or on a napkin with a calculator is only going to give a result that is as good as the input data and the structure of the algorithm. The calculation of cost per GT is in itself a basic algorithm, and it is so prevalent because it is very easy for people, with any an level of technical ability, to work it out and base an opinion on it. The challenge is to demonstrate value in one’s product to such a level that the desire created for ownership negates the naivety of the cost per GT metric. Some algorithms (e.g. Vessel Value) are using historical data, averaged by latest similar transactions. These algorithms can have some benefits but ultimately the cost of a yacht will really be dependent on the delta between cost vs value.
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