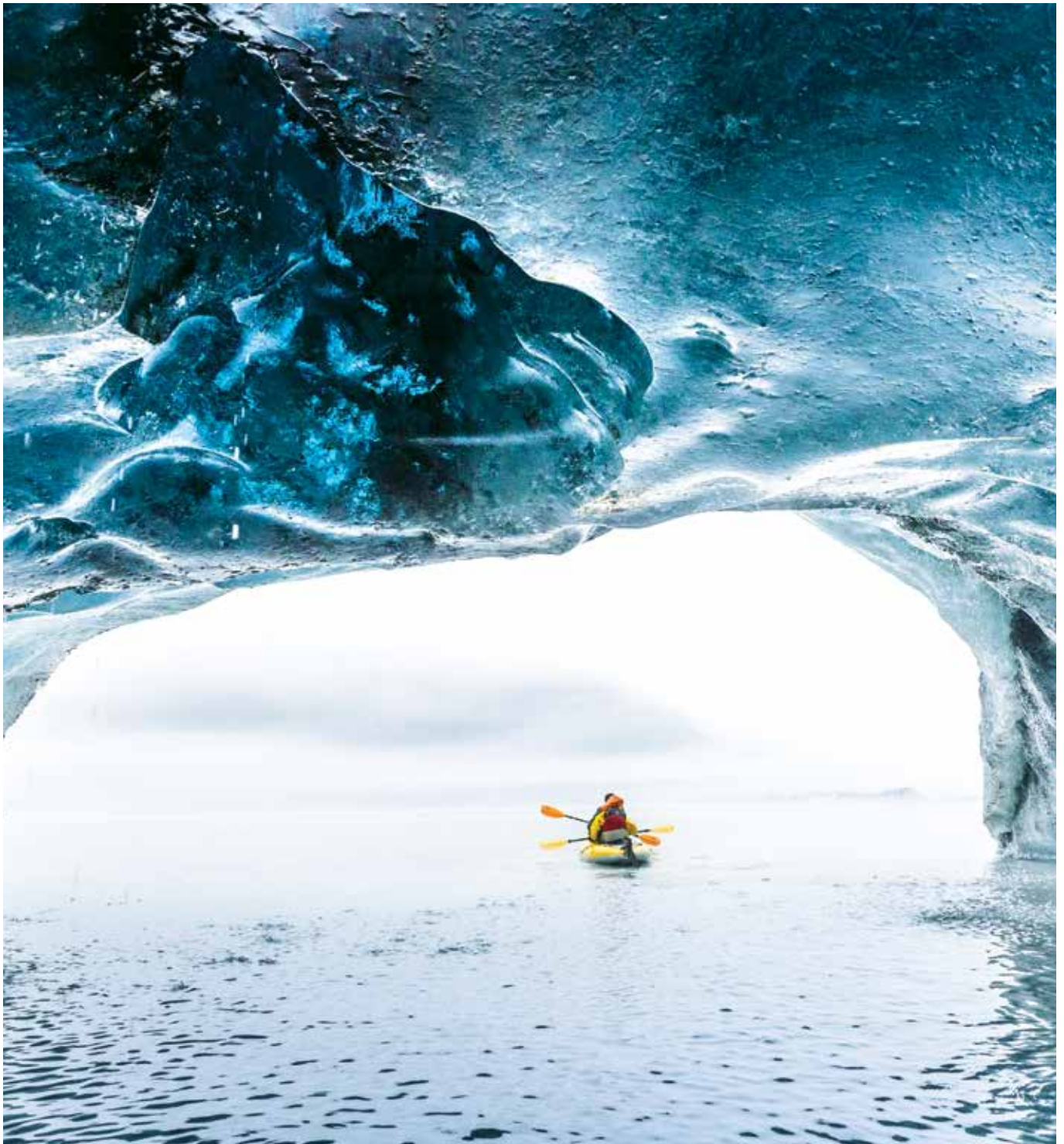


RINAUTIC



RINA MAGAZINE - YACHTING EDITION



COVID-19
impact and opportunities

SUSTAINABLE
technologies

DIGITALISATION
shapes the future

Welcome to RINAUTIC, our magazine covering the latest trends and developments in the yachting sector. With Covid-19 dominating the headlines, we look at how technology and digitalisation has become key to doing business during the pandemic. And with the yacht industry showing impressive growth in recent years, what does the future hold now?

Elsewhere, we talk to the Water Revolution Foundation about its goal to reduce the environmental footprint of the yachting industry using science-based techniques, and the Superyacht Builders Association's efforts to give the superyacht industry a louder voice in matters of regulation and sustainability.

Key industry figures such as HeySea Yachts, Tankoa Yachts, Van der Valk Shipyard and Guido de Groot Design discuss what the future 'smart' yacht will look like, and we discuss a new trend for 'miniaturised' megayachts. Meanwhile, we get the media's point of view with interviews with Barche nautical magazine and media company SuperYacht Times.

We also report on ways to prevent noise pollution to protect sea life, potential new guidelines for polar sailing, as well as new biosafety measures to reduce the spread of infection in the Covid-19 era. And finally, we hear from a 'movie star' how a renovation and paint job landed the ship a role in the film Dunkirk.

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Navigating a steady course

Since our last edition of RINAUTIC, we have experienced a number of extraordinary events. Along with other sectors of the marine market, the yachting sector was significantly affected by the Covid-19 pandemic during 2020.

In spite of the pandemic, analysts estimate that the yachting market will still grow by a CAGR of 4% between 2020 and 2027, building on the tremendous growth we have seen in recent decades. Figures from Superyacht Times 2020 show that not only did the superyacht fleet over 30 metres more than double in size between 1985 and 2000, it did so again between 2000 and 2010. Since then, fleet growth has slowed slightly to some 120 yachts per year, but still reached 5,092 superyachts at the end of 2019 - a more than sixfold increase since 1985.

In the months after the Covid-19 outbreak, we are pleased to report that yacht builders did not experience any order cancellations and, despite a few delays, all new projects were delivered. By contrast, yacht chartering activity is heading towards a period of uncertainty, and the number of charter enquiries and second-hand yacht sales declined in the first half of 2020. However, the number of charters seen at the end of the summer gives some hope for next season, particularly as a chartered yacht for all the family offers considerably more bio-security than a vacation in a crowded shore location.

Meanwhile, Covid-19 prompted classification societies to offer groundbreaking remote inspection and learning technologies as part of efforts to minimise contact. These are likely to become more common in the future, replacing or assisting surveyor attendance. In addition to techniques such as drones and remotely operated vehicles, RINA is offering a pioneering

'smart' helmet operated through a smartphone app, enabling RINA's surveyors to take control of the phone to inspect the vessel with an appointed crew member. The helmet can also be used by a surveyor attending ship to get technical support from other RINA specialists ashore.

Another widely applauded development was the electronic certificate. E-certificates do not require a ship visit, are easy to distribute, consult and authenticate, and also reduce administrative and document handling costs. All these are examples of how classification societies are moving from 'controller' to 'partner' in the maritime industry.

Over the last year, the role of classification societies has progressively changed: we have started partnering with designers at the very early stage of projects, helping them to develop and implement innovative ideas and technologies in line with regulations. We are also partnering designers and yacht builders in the development of new eco-technologies to make yachts 'greener' and 'smarter', particularly in relation to fuels: biofuel, hydrogen gas, hydrogen fuel cells, liquefied natural gas (LNG), hybrid yachts, battery bank storage, and electric motors.

And the Covid-19 pandemic has reaffirmed the delicate balance between the environment, our health and the economy. This is fundamental to the superyacht industry, as the environment is at the heart of the yachting experience. As such, Covid-19 may further hasten the move to a more sustainable approach, a trend that was already gathering speed before the outbreak of the pandemic.

Giorgio Gallo,
Manager
Italy & South of
France Yachting
Centre, RINA



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Seeking a safe, private island



Courtesy of Tankoa Italian Yachts

Interview with **Vincenzo Poerio**, CEO, Tankoa Yachts Shipyard



Covid-19 has been something truly unpredictable. We have all had to readapt our way of life to the new global situation.

At Tankoa, we had to “learn” a new way to work but after a short trial period, we are now back on track at a smooth cruising speed.

Of course, the extensive use of new technologies has helped a lot in achieving this task. For instance, as of today we can easily support both surveys and owners’ team meetings via conference call. We can show in real time, for example, the detailed building stage and progress of the yacht.

In addition, while the pandemic will clearly hit some industries hard, it will also certainly create significant growth in others (Pharma), and even develop new industries, creating “new wealth”.

It is at least an advantage for our industry that there is no better place to isolate yourself and your loved ones than on a fantastic yacht - your private safe island.

At Tankoa, our goal for the future is to grow our production capability and widen our product range, while still keeping the very high quality of our products.

So far, we have built 6 yachts to great success, both in terms of quality and client satisfaction. We have received a good reception from the international yachting press, which has embraced and supported our shipyard.

Until relatively recently, the yard was focused on 50 to 70 meter yachts. However, last month we presented the new Tankoa T 450, a 45 meter yacht of 405 GT, which will enable us to enter another important segment of the market.

Thus, our goal for the medium term is to cover the range from 40 up to 75 meters. Yachts of over 75 meters will likely be one-off projects, developed together with returning clients who wish to grow, and desire a superb customised mega yacht.

A boutique shipyard like Tankoa is perfectly positioned to serve this niche mega yacht market, as a yard

of our size can better satisfy clients' special requirements and customised choices than a larger shipyard.

In order to be more competitive, we are investing considerable time and economic resources in improving our industrial processes. We want to be as efficient and fast as possible in delivering reliable new solutions and products to our clients.

We also pride ourselves on developing new techniques to meet the most sophisticated requests of the market. Tankoa has always had a 'special eye' for developing new technologies. Our 50 meter hybrid propulsion yacht, MY Bintador, is an example of the excellent work that Tankoa's Research & Development team can deliver. This is also made possible by our very strong connections with our compatriot suppliers and the 'Made in Italy' network.

Most of our suppliers and partners are Italian manufacturers, and we believe we have created a synergy in the working group of yard/designer/engineers/suppliers.

Each party benefits from the know-how and experience of the other, and undoubtedly working as a team we achieve the best results. We are dedicated to these working relationships which we want to sustain and make long lasting.

RINA is another key partner. In my career and previous working experiences I have cooperated with great satisfaction with RINA and their

engineers. We will certainly work with them at Tankoa going forward. Already in 2018 one of our yachts, the 72-meter MY Solo, received the "RINA green plus platinum award". This underlines Tankoa's commitment to always meet and, if possible, exceed pollution and environmental regulations. To be environmentally friendly has always been in Tankoa's philosophy.

The antipollution and exhaust treatment systems fitted on board the MY Solo made her one of the most eco-friendly superyachts in the world. Looking forward, we can make a few predictions for the 'yacht of the future'. In my opinion, the future dominant size range will be between 40 and 70 meters.

Further, she will be undoubtedly eco-friendly, with a long range, high levels of comfort and what we can call a 'strong connection' to the sea.

This means extensive use of glass to achieve maximum sunlight and remove the visual barriers between guests and the sea. Yachts will also be equipped with large beach clubs to enable guests to really enjoy life at sea.

Finally, with the new circumstances created by Covid-19, it is not hard to imagine that yacht owners will extend their cruising journeys, and as a result they will also need well-equipped modern office facilities on board.

“There's no better place to isolate yourself than on a fantastic yacht”

BIOGRAPHY

Eng. Vincenzo Poerio is the CEO of Tankoa Yachts Shipyard, which he joined in February this year after a long and distinguished career in the nautical sector.

Vincenzo started his career at the Naval Academy of Livorno, before going on to work at the CETENA research institute, and later in the technical division of Fincantieri. He then moved into the private sector, joining INMA in La Spezia specializing in construction and ship repair.

In 1994 he joined yacht builder Benetti Yachts, first as General Manager and then as CEO. Vincenzo was president of Navigo (Centre for the Innovation and Development of the Yachting Sector) from 2012 to 2015, and since 2015 has been the President of the Regional Technology District "Nautica e Portualità".

Vincenzo holds a degree in naval engineering with honours from the University of Naples. He is also President of the Yachting Aftersales and Refit Experience (YARE) international event, and President of training foundation Italian Super Yacht Life (ISYL).

 www.tankoa.it



Courtesy of Tankoa Italian Yachts

Building the new “mini megayachts”

Interview with
Bram Kooltjes,
Van der Valk Shipyard

and **Yoeri Bijker**,
Van der Valk Shipyard

Guido de Groot,
Guido de Groot Design



After an initial freeze in activity when Covid-19 first arrived, we are seeing a significant change now. Clients have not been scared away. In fact, this could be Van der Valk's best year ever. In the last two months, demand has doubled from our original expectations for the year, while the project quality is abnormally high.

In some cases, Covid-19 has highlighted new uses for yachts. Clients can see that there may be future Covid 'waves' and are thinking 'what if I had a boat'.

Happily, the supplier problems which arose at the start of the epidemic, particularly relating to component supplies in Italy and France, are now behind us. Perhaps the sole problem

is that non-European clients can no longer visit us to contribute to the building process.

However, clients are adapting to the situation, and for the first time we are seeing clients conclude projects valued at as much as \$10m by telephone. Clients are saying 'it is what it is' and finding a new way of doing business.

At Van der Valk, we are also benefiting from a significant new trend in the market. While vessel sizes being built at the yard are generally increasing, in the wider yacht market we are actually seeing a lot of owners downsizing from 40-50 meter to 30-40 meter boats. There are several reasons for this. Clients are downgrading because it's more practical in terms of price,



Courtesy of Van der Valk Shipyard

number of crew, choice of captain, maintenance, mooring space. The lack of mooring spaces for large ships is a real issue, and slips for vessels in the 30-40m segment are not only more plentiful but more convenient. Owners want to get more involved in shore life, spend time in the marina and avoid going from anchor bay to shore by tender all the time.

So, clients are downsizing to 30 meters but still want the experience of their 50m yacht and the same level of detailing.

We are basically being asked to create 'mini megayachts'.

This trend is creating interesting design and production challenges, as our regular design collaborator, Guido de Groot, can confirm:

"Clients are downgrading but they still want the living and entertainment areas of a larger ship. We are achieving this through more height, and clever uses of space. But the packaging is getting more complicated, it requires creativity from designers to achieve this while keeping the design well-proportioned and attractive," says Guido.

"Indeed, when I started my career a three-deck yacht of 30 metres was barely accepted within the industry and amongst clients. But today as yachts become more architectural people accept different proportions. In these cases, often the client cares less about how the yacht looks from

the exterior – even if this is painful for a designer!"

"However downsizing trends suit a boutique yard like Van der Valk. There are not many yards that can provide the customisation needed, and build in steel or aluminium at this size."

At Van der Valk, our strength lies in customisation. Every yacht is unique and every client feels he or she is creating something personal even within the semi-custom model ranges.

A lot of clients cannot get what they want when they are fixed to a production shipyard model.

And for a lot of clients, it is also about the fun of the project. At Van der Valk, the client is involved in the building process and can come to the yard and see people working on their boat.

Being a one-stop shop also means we can control quality carefully, adapt quickly to changes, and guarantee shorter delivery times. Our yard in Waalwijk can carry out everything from keel laying until delivery, and we employ our own welders, metal workers, mechanics, carpenters, electricians, engineers.

Taking part in this process is RINA, which these days is involved from the very start of the project, predicting challenges sometimes even before a naval architect is appointed.

As we specialise in customisation, it is sometimes difficult to predict the

future, as we cannot always anticipate what clients will want. But it is our job to conceive of new designs, to invest in ideas and exceed expectations, and think out of the box to get our clients excited.

Guido agrees: "We have to think ahead. My role as a designer is to come up with concepts. At the moment there is a lot of discussion over autonomous yachts - there are a lot of young people in the industry focusing on this - while of course creating environmentally friendly energy supply remains a hot topic".

"A lot of owners are downsizing to 30-40 meter boats"

Sustainability brings new challenges

**Bram Kooltjes and
Yoeri Bijker,**
Van der Valk Shipyard

In the shipbuilding sector, there is obviously a lot of interest in environmentally friendly drive train solutions, such as diesel-electric or hybrid solutions. Here, we're speaking for the 20-40m segment.

There are several reasons why owners are interested in such solutions. In some cases, they may want to be an innovator or early adapter of cutting edge technologies. Others may come to the table via a desire to save on fuel and cut costs. Finally, a great many simply want to contribute to a cleaner environment, and make positive changes where possible.

But there are restraints. Unfortunately, the additional cost is sufficient that many owners who express an initial interest opt not to pursue this avenue when they are informed of the full cost.

While there are fuel-saving advantages, it is the case that often these vessels are not used enough in terms of running hours per year to get a return on investment (ROI) within a reasonable amount of time. The ROI time in general exceeds the average time the vessel is owned, and therefore only a very select number of owners are currently ordering such drive trains.

But changing the drive train is not the only method of making your yacht more sustainable, there are plenty of other features on board that contribute to the environment.

One notable option is to build the yacht in metal, be it aluminium or steel. Besides being very strong and reliable, aluminium and steel are both recyclable materials with a very long lifespan. This means that the vessel can last for 50 to as much as 100 years, while also preserving the value of the vessel for longer.

Guido de Groot,
Guido de Groot Design

As designers, our first observation is that the new technology needed for sustainability and the environment requires dedicated space. This is space that was often previously dedicated to the passengers on board.

For that reason, it will have an impact on how a yacht is laid out and, indirectly, the appearance of the yacht.

For example, a yacht with a hybrid propulsion system may require two engine rooms, one aft and one up front, to achieve a better weight balance.

It can be very challenging to integrate all this technology into the design and requires creativity by both the designer and the yard.

You also need owners that are willing in some cases to invest in new available technologies on their own yacht.



Courtesy of Van der Valk Shipyard



Courtesy of Van der Valk Shipyard

BIOGRAPHY

Bram joined the Van der Valk Shipyard in 2001 as a mechanic, after studying mechanical engineering. He started his career at the yard working on hull number YN-0027, and has worked his way through all levels of the shipyard. After almost 20 years - and more than 100 yachts - he is now the General Manager and keeping his eyes closely on the production of YN-0133.

An enthusiasm for producing aluminum custom-build yachts, and creating the most efficient building processes possible, are Bram's principal motivations. He is currently overseeing 10 projects at the yard, varying from 15 to 34 meters, in build or nearing delivery.

In his free time, Bram is an active sportsman, holding a 4th degree blackbelt in Taekwondo. He is to be found in the gym 3 times a week and strives to be as fit as possible.

BIOGRAPHY

Yoeri joined the Van der Valk shipyard in 2010, after completing a Bachelor of Commerce degree in Marketing Management at the HAN University of Applied Sciences. Coming from a family of mainly mechanics and engineers it was obvious that he would join a company in the manufacturing industry. With its mix of boating, craftsmanship and mechanics, Van der Valk shipyard was the perfect match.

As Head of Sales and Marketing, Yoeri is responsible for any activity that is related sales, marketing and PR at the shipyard.

Building and maintaining relationships with Van der Valk (potential) owners, playing a strategic role in sales and marketing and utilizing analytic data for increasing the yard's performance (in sales and marketing) are just some of the activities Yoeri undertakes. In his free time and at weekends, Yoeri tries to find the sweet spot between spending time on the water and working (repairs and upgrades) on his vintage '78 motorboat.

 www.vandervalkshipyard.com

BIOGRAPHY

Guido de Groot Design was launched in 1997 and is based in Leiden. The award-winning studio employs 8 designers and specializes in innovative interiors and exteriors for both luxury motor and sailing yachts.

Since its founding, the company has evolved to the point that it works with some of the most prestigious shipyards worldwide. Many of the projects involve both interior and exterior design for sailing yachts, fast motor cruisers, and more sedate displacement yachts. The studio's philosophy is to create high-quality designs that can be appreciated for their purity and harmony.

Founder Guido de Groot graduated with a Bsc degree with honours from the Art Centre College of Design in Pasadena, USA, and worked for more than six years as a car designer in Paris for Citroën.

His love affair with yachts began in 1986 when he saw the fourth "Highlander" at the De Vries (Feadship) yard. Awestruck by the boat, he spent the next decade spent learning everything there was to know about luxury yachts.

 www.guidodegroot.com

Leading the green revolution

Water Revolution Foundation is the first independent global organisation dedicated to reducing the environmental footprint of the superyacht industry. Our organisation is unique as it has been initiated from within the yachting industry, while previous efforts to bring environmental change have often come from the outside.

However, there is a growing awareness among customers that luxury comes at a cost to nature, and a realisation they can have a positive impact by embracing (the development of) sustainable solutions. Increasingly, the industry is also aware of the need to change, whether the demand is already there or not.

Our aim is to minimise the environmental impact of yachting, while also supporting the protection of the oceans. We have been supported by 20 industry partners across a range of countries and activities so far. These 'early adopters' of sustainability include companies such as Feadship, Baglietto, Lürssen, Ciotat and Heesen.

We have just closed our first year of operation, and can report very encouraging levels of both support and activity.

Our first major initiative has been the creation of the Yacht Assessment Tool (YAT), designed to measure the environmental impact of a yacht over its entire life cycle. Before the industry can really tackle environmental impact and choose sustainable solutions, it must be able to accurately measure their impact.

YAT brings together data from the shipyards, suppliers and designers and covers the full range of activity from the initial steel production, to the conversion of raw materials into the final product, the subsequent operation of the yacht and its final end-of-life impact.

The tool provides a clear picture of a yacht's footprint and should assist designers and yards in their future decision making, enabling them to compare various choices and opt for the most sustainable.

A second major initiative, the

Interview with **Robert van Tol**, Executive Director, Water Revolution Foundation



Courtesy of Water Revolution Foundation

Sustainable Solutions Database, which will be completed in November, will collect information on all the sustainable solutions available to the industry and, most importantly, verify their effectiveness.

The database will cover a broad range of solutions, from anti-fouling treatments to heat recovery methods, to hybrid propulsion systems and

be optimised, while in fact some yachts spend up to 70% of their time in port. And, as mentioned, assessments must take into account the full lifecycle of a yacht, not just the operation. With YAT we offer the industry the required scientific basis on which to offer truly 'smarter' yachts.

My personal vision of the 'yacht of the future' is one that has zero negative

have not yet found their way to the market and find the right path for them. And rather than waiting for regulation, we want to be ahead of it, to find sustainable solutions for our industry, and to show clear and positive stewardship.



environmentally friendly interior materials. Elsewhere, we are also committed to offering education programmes to build the knowledge and skills required for this transition, and we want to play a direct role in connecting yachting with ocean conservation, through investments and research exchange. The latter is a form of 'offsetting' for the yacht industry, after reducing its impact, and serves both the oceans and the planet. After all, oceans are the planet's biggest lungs. We must protect them.

Industry interest in sustainability has already led to talk of 'smart' yachts. The beauty of yachting is that it represents freedom and autonomy: the same yacht can voyage from the extreme cold of the Arctic to the intense heat of the Middle East. The flipside of this, however, is that yachts are sometimes unnecessarily over-equipped and over-powered for their actual needs. Improvements are possible here.

Similar considerations can be made regarding port time. Propulsion may

impact on nature, fully integrated into the ecosystem and leaves a positive footprint everywhere it goes. We can learn a lot from nature when tackling issues that evolution already solved. This approach - known as bio-mimicry - uses technology to copy biology. We should also try to harness nature's advantages; when it comes to energy, yachts are surrounded by natural energy sources - the ocean, the sun, the wind.

Prior to our incorporation, RINA was involved at an early stage in the development of the Yacht Assessment Tool with Dr Vienna Eleuteri, our initiator, and the University of Bologna. RINA has long been active in sustainability with its 'green passport', while class also offers a useful cross-pollination of ideas from commercial shipping. We are keen to share our YAT methodology with the classification societies and adopt this as standard methodology to assess superyachts. We also appreciate RINA's collaborative approach. It is our goal to co-create and co-innovate with industry players to find new solutions. We believe we can identify certain innovations that

BIOGRAPHY

Robert van Tol holds a masters degree in Business Administration from the Erasmus University in Rotterdam. During his studies he started working for the Superyacht Builders Association (SYBAss) shortly after its founding in 2007. In his role of project manager and since 2011 as operational director, Robert compiled statistics and economic reports for SYBAss members, worked on ISO standards, researched the Hong Kong (recycling) Convention, conducted a superyacht fleet carbon-offset study as well as an economic impact study, and managed the SYBAss Sustainability Committee. Robert specialised in non-profit management and was co-founder of Water Revolution Foundation in November 2018, after which he continued as its executive director.

 www.waterrevolutionfoundation.org

“We’re the first global organisation dedicated to yachting’s environmental footprint”

Alive and well, despite the **challenges**



Courtesy of The Italian Marine Industry Association (Conindustria Nautica)

Interview with
Marina Stella,
General Manager,
Italian Marine
Industry Association



Prior to the outbreak of the Covid-19 pandemic, the yachting sector had experienced double-digit growth for four consecutive years and showed no signs of slowing down. Preliminary figures suggest a 10% growth rate in 2019, and the official figure will of course be announced during the traditional presentation of “Nautica in Cifre” at the Genoa International Boat Show.

In revenue terms, growth has been even more impressive: yearly revenue has now reached €4.7 Billion euros, a 90% increase since 2013/2014.

However, our industry has been hit hard by the Covid-19 containment measures, in part because of the seasonal nature of production, services, and tourism, where the cash flow cycle usually hits its peak around April, June, and July.

Our own Research Department, constantly gathering data from Association Members, has estimated that the impact of the lockdown imposed on businesses throughout the supply chain, as of 15th April, will equate to a 13% contraction of revenue, putting a potential 5,000 jobs at risk

mainly in the subcontractor sector.

In the same period, the charter sector reported the cancellation of 62% of its contracts. However, negotiations are on the rise again since the reopening of businesses on 18th May.

No significant drop has been recorded in orders for superyachts, with only a small number of cancellations compared to estimates for smaller boats. There is a great deal of expectation with regards to Boat Shows this Autumn, which will be key for the smaller boat segments as dealers will be placing orders for the upcoming Winter season.

However, the sector’s reaction to the Covid-19 crisis has shown a great sense of responsibility and commitment. I am proud of how the Association responded and gave so much to continuously provide the whole sector with all the support it could from an institutional, technical, and informative standpoint.

During the pandemic, the Italian Marine Industry Association has worked hard to convince the leading institutions and

technical bodies, first and foremost the Italian Insurance Institute INAIL, to classify productive roles within the nautical sector as “low risk” and with a “low degree of social interaction”.

In this way, we were able to kickstart production activities that mainly focus on export as early as 27th April and all other production segments including sales networks between 4th and 5th May, thus preventing even more job losses.

After all, we are talking about an industry that supports 22,000 direct jobs and over 180,000 jobs across the entire sector, generating added value of €12 billion euros.

As for businesses operating in the sector, a number of key changes were already taking place before the pandemic: the central issue is, and remains, sustainability and the opportunities provided by the Blue Economy. We have every reason to believe that this will continue to be the path forward.

The Association is also an active member of the International Council of Marine Industry Associations (ICOMIA) and the European Boating Industry (EBI) where we work to promote global yachting.

Meanwhile, our Research Department analyses market trends, helping to guide companies in the sector, while we are also playing a key strategic role in promoting the internationalisation of Italian businesses: prioritising our global Made in Italy marketing campaign together with the Italian Trade Agency

at the leading Boat Shows, and of course we host the Genoa International Boat Show.

We are deeply committed to representing, defending and promoting the yachting industry both in Italy and abroad, and will continue to try to resolve more immediate issues that are undermining the competitiveness of our businesses, such as the enforcement of the new VAT rules for nautical leasing.

The Association was actually able to postpone the introduction of these new leasing regulations until November with a provision contained in the Government’s “Decreto Semplificazione/Simplification Decree”). The second relevant issue the Italian Marine Industry Association is working to resolve is the now 13-year-long contention between the Italian Government and 23 marinas, whose very existence is at risk due to the retroactive implementation of an increase made in 2007 to their state concession fees.

We are also working in close cooperation with RINA Services, particularly on improving the regulatory and certification framework that surrounds the recreational yachting sector.

The industry hit the ground running after the outbreak of the pandemic and did much to contain the potential economic repercussions.

With the Covid-19 crisis, recreational yachting has, by definition, become a shining example of health and safety: what better way to enjoy yourself

than to be out in the fresh air and at a safe distance from others. It is for this reason that the charter market is currently experiencing a renewed increase in demand.

The desire to set sail and get back out there is unmistakable. The boating world is alive and well, despite today’s complexities.

“62% of charter contracts were cancelled in January to mid-April”

BIOGRAPHY

After a classical education at Liceo Classico Andrea Doria, Marina Stella graduated cum laude in International Economics from the University of Genoa. She began her professional career at a leading multinational company where she worked in auditing and on budget certification for listed companies. She later took up a position at the BNP Paribas Group.

In 1998, Marina joined the Italian Marine Industry Association (Confindustria Nautica) as Director of Organisation. In 2009 she was promoted to General Manager, coordinating the Association’s structure, the planning of board-approved initiatives, and services for Association Members.

Marina is a Member of the Board of Directors of I Saloni Nautici and Marina Fiera; she is also a member of the General Council of the Italian Tourism Federation, Vice Secretary General of the Italian Marine Federation, a Member of the Executive Council of Italy’s Trade Fair Committee and General Industry Confederation, and the EBI (European Boating Industry) Executive Committee.



Courtesy of The Italian Marine Industry Association (Confindustria Nautica)

Chinese engineering, European design

HeySea Yachts is the market leader in China for yachts of 80 feet and over, and has grown rapidly in the past few years. The Covid-19 epidemic is a challenge for all businesses, and how to mitigate its adverse impact is the main problem we are all facing at the moment. The epidemic is forcing us to redefine our strategy, and also to optimise our production and supply chain management.

However, we will continue with our growth. In 2020, the yard has risen to become the 12th largest yacht builder in the world, up from 16th in 2019. It remains the number one facility in mainland China based on total length and quantity of yachts delivered annually.

We currently have more than 10 projects under construction, ranging from 48 feet standard yachts to 142 foot tri-deck yachts.

HeySea is known for combining Chinese manufacturing and Western yachting expertise: China's ability in shipbuilding and engineering is

unquestionable. But compared to European yacht brands, there is still a gap in exterior and interior design.

We continue to work with European designers for all exported projects in order to best meet the aesthetic demand of European and American customers.

To maximise quality control, we have employed experienced foreign Quality Assurance experts to ensure the best quality and craftsmanship. We strictly follow up the requirements of designers and Owners' Representatives, and we carefully adapt our management system with the lessons learned from each new yacht delivered.

In this way, we are almost standing at the same design level as Europe brands. Generally, we can say HeySea is combining European design, European quality and Chinese manufacturing capabilities.

The Covid-19 epidemic has, of course, made everyone reflect on the future. The epidemic has had a significant

Interview with
Allen Leng,
Chairman,
Heysea Yachts





Courtesy of HeySea Yachts

impact on the yacht industry in the short term. Nearly all the boat shows and exhibitions have been cancelled worldwide. Further, we cannot for the moment visit customers, and customers cannot travel.

But in the long term, the epidemic is an opportunity for everyone to rethink their life. Many potential clients have been working very hard, and set little time aside to enjoy life. The epidemic has underlined the fact that, since we cannot predict what will happen tomorrow, why not enjoy life today?

A yacht is increasingly one of the important options for all middle and upper class people. It represents a higher quality life. As more people realize this, the yacht industry's prospects will improve. Yachting could also be the safest and most healthy way to live in the current situation.

With this in mind, I believe the yacht of the future should have at least the following key elements:

1. It meets the health, environmental and energy saving requirements of the owner;
2. It satisfies the owners' life and work needs
3. It is a 'smart' yacht

On the subject of energy saving and environmental protection, this is an eternal topic for all industries. We are actively promoting new energy propulsion which will develop significantly and we are preparing for this future. Electric propulsion and the use of solar energy are now coming to the fore, and we are also receiving

input from designers and clients in this area.

The application of Artificial Intelligence (AI) is also growing. I would say there is no clear definition of the future 'smart yacht' yet. However, we have applied various smart systems in our latest yachts, and their application will become more and more extensive.

Classification societies may get involved here. We have a strong relationship with the certification bodies and consulting engineers that we work with. RINA has provided very clear guidance on the details of the rules and regulations, and responds quickly to queries and questions. By working with RINA, our engineers have greatly improved their understanding and application of the rules, which in turn helps improve design efficiency, in turn shortening the construction cycle.

We hope these efforts are appreciated in the local Chinese and Asian markets. HeySea has now received nearly 30 yachting awards including "Best Chinese Yacht Builder", "Best Brand Presence in China", "Top 1 Yacht Branding in China Marketing", "China's Top Focus Index Domestic Yacht", "Best Chinese Yacht Design" and "Best Asia-Pacific Superyacht Builder".

Globally, it has also been in the top 30 of the "Global Order Book" issued by Boat International Media for six consecutive years. We hope to continue to produce high quality modern and classic boats, blended with exquisite and meticulous craftsmanship.

"The epidemic has made everyone reflect on the future"

BIOGRAPHY

Allen Leng is the chairman of Heysea Yachts, the leading Chinese manufacturer of custom and production yachts in the mid-to-large range.

He studied Naval Architecture at Huazhong University of Science and Technology graduating in 1987, and also has a post-graduate degree in advanced shipbuilding techniques from Wuhan University of Science and Technology.

Allen had his first experience of yachting in New Zealand. He returned to China in 1999 and established an e-commerce company Zhuhai Fortunas Technology Co. He subsequently returned to his naval architect roots, co-founding Heysea, which focuses on the design, build and marketing of luxury and super yachts.

Allen is also the Vice Chairman of ISO TC8/SC 12-Ship and Marine Technology/Large Yachts; Member of the National Committee of Cruise and Yacht Experts.

 www.heyseayachts.com

Renovating a **film star**

There are not many people that can say their ship is a film star...

In 2016, Warner Bros chartered my ship Castor, a Cold War naval ship, for three months as a real-life mobile background prop for their WW2 film Dunkirk.

For the film, naturally we had to spray-paint her grey. A crew of 20 movie carpenters worked on Castor for two weeks, completely altering her appearance to resemble something like a 1940 UK destroyer.

Filming took place for 14 hours a day, and some days were slow, waiting all day in the wheelhouse for a call on the VHF which never came. Other days were spectacular, with bombs going off everywhere, vintage WW2 airplanes flying over all day, and hundreds of extras roaming the deck of Castor.

It was a great experience!

The Castor was originally designed by the Dutch Ministry of War in 1946 as a multi-purpose auxiliary naval vessel for

the Cold War.

She was very versatile and could function as a communications vessel, an 'outpost' ship to shoot down enemy planes and ships with her gunship, and also an evacuation ship. After being de-commissioned in 1985, Castor served several years as a Hydrographic Survey vessel in the North Sea oil fields, and later a sailing hospital/church.

I bought her in 2006, with the goal of converting her into a sea-going museum ship.

By then she was a confiscated shipwreck, having been laid-up for 15 years without maintenance, serving as an illegal hotel for up to 50 migrant workers in the town of Urk in the Netherlands. You can imagine what a terrible state she was in back then.

To bring this wonderful ship back to life, I did all the work myself together with a small but professional team of volunteers.

I am a naval architect by education, so

Interview with
Mario van Parijs,
Owner,
MLV Castor



Courtesy of Mario van Parijs

I applied all the modern classification rules to materials, installation rules – the whole shebang. In total, from sinking wreck to operational sea-going museum ship took 14 years.

From the very beginning, the plan was always to restore Castor back to her 1950s new-building state, and to re-build her as historically correct as possible. She still sails with her original

this, there were financial challenges, and the work was almost completely self-funded. Occasionally suppliers donated or reduced the price of materials but large projects could only be carried out by participating in summer nautical events.

Unfortunately, the Covid-19 epidemic put a big red cross through our 2020 agenda, which had been looking so

projects remaining so there is still plenty of work.

After that, we'll see what comes up. After all, we never dreamed we would be sailing for three months with Warner Bros...

BIOGRAPHY

Mario van Parijs qualified as a naval architect at InHolland University in Delft. He bought the laid-up former Cold War naval ship, Castor, at the age of 25 just a few months before graduating.

Since then he has dedicated his working life to renovating the Castor while maintaining her original characteristics. The boat is now available for nautical shows, cruises and Airbnb vacations.

Although the Castor has been his main job, Mario also spent three years from 2006 onwards working as a subcontractor/project manager for Sinnautic International B.V., specialists in patrol boats.

The company tendered for projects sponsored by the UN, EU and World Bank in developing nations, particularly in Africa's Lake Victoria region. Mario spent several months in Tanzania, Uganda and Kenya supporting these local boat building projects. This included police boats, customs vessels, ambulance boats, fishery inspection, and even a large double ended ferry which is still trading in Mwanza, Tanzania.

“The plan was to restore Castor back to her 1950s new-building state”



directly-revisable, air started diesel engine.

The ship is quite large, with many compartments. Typically, we concentrated on one project at a time. For example, for the galley, we stripped it fully, grit blasted the entire compartment, cropped out and replaced rusted steel, and finally spray painted everything with 300mu of epoxy.

Only after this did we start on rebuilding the galley, restoring it back to the way it was in 1950 but adhering to modern hygiene legislation and classification rules.

We also renovated the huge, original electric stove, taking it apart completely, removing all the asbestos lining and wiring, and putting it back together with modern materials in working condition.

The result was a perfectly professional and clean galley, which looked exactly the same as in 1950.

As is always the case on projects like

bright in February. All of the nautical events we were due to participate in were cancelled, as were the planned corporate events.

However, we are now able to provide Airbnb services again for groups up to 25 people, and going forward we are considering offering private cruises.

The relationship with RINA has been very important for us. Previously, Castor was classed until 1990 as a Special Service Craft. Getting her classed again started with an informal chat with RINA during the filming of Dunkirk.

Issues arose, where the authentic lay-out of Castor did not match with class or flag rules, meaning formal exemptions by flag and class had to be agreed upon by all parties. But RINA saw early on that she was “fit for class” and her potential. The whole certification process took more than three years.

Going forward, our plan is to sail and enjoy the ship as much as possible, and we still have some small renovation

Uniting Tuscany's yacht industry



Yare, the international event of the yachting industry (4-6/11/2020, Viareggio)

Interview with
Katia Balducci,
President,
Navigo



NAVIGO is the largest network of nautical companies in Italy, and one of the most important in Europe.

Our aim is to promote and coordinate members' entrepreneurial activity and to foster collaboration in the yachting industry, specialising in firms from Tuscany, a major centre of Italian yachting.

Among the services we provide are: managing and participating in projects geared towards technology transfer and innovation through relationships between academia, research, and business; acting as a point of reference for Tuscan firms in the yachting industry to strengthen networks and knowledge exchange; and supporting firms in their dealings with public institutions, NGOs, trade associations, trade unions, and other stakeholders.

In recent years, NAVIGO has grown rapidly in terms of business activity, European projects and events, and the company has now reached 150 members. This covers shipyards, yacht companies, suppliers and ports. In terms of projects, we design and

manage significant community, regional, and national research projects, focusing on sectors such as innovation, technologies, Erasmus and youth employment, and environment, safety, internationalisation, to name just a few. Up to €20 million in loans have been provided for these projects, more than 50% of which have been developed in recent years.

We have also organized or co-organized many international events, including the Versilia Yachting Rendez-Vous, YARE, the international business event dedicated to Refit, and for the past three years we have been partners of The World Superyacht Awards.

NAVIGO was also the promoter of the birth of ISYL - Italian Super Yacht Life, a technical high school aimed at initiating young people into qualified nautical professions. The school has the support of Azimut Benetti Group, Cantieri Navali Codecasa, Overmarine Group, Perini Navi and Rossinavi. We have also worked to enhance the network of local ports and marinas with the creation of the Consortium Marine della Toscana. Meanwhile, the Technological District

for Nautical and Ports of Tuscany organization, which was created in 2016 and is managed by NAVIGO, has achieved a remarkable performance.

It has arranged €16 million of funding (of which over 8 million euros are non-repayable) for projects involving issues such as sensors, automation, ports, new materials, and electric propulsion. We believe NAVIGO will increasingly become a replicable model in the Mediterranean: a format capable of connecting companies and innovative ideas.

Being a NAVIGO member helps companies expand in their markets, but also brings them new ideas and ways of being innovative. For institutions and stakeholders, we are conveyors of knowledge and strategy. Prior to the lockdown, the outlook was extremely positive for the nautical sector. I believe that the situation linked to Covid-19 is improving, and there have already been some signs of recovery.

Our sector thrives on exports. Losing a single order can mean the loss of jobs and disruption for a significant period. It was important to resume business as soon as possible and not lose our customers to shipbuilding facilities in other countries.

Prior to the end of the lockdown, and in anticipation of the reopening, we launched discussions with the institutions and trade unions in order to assure the best conditions and maximum safety at work.

March and April were crucial months, and we worked hard to help members deliver their boats on time for the season, or with only short delays. Currently, production is proceeding at its best. All companies and shipyards

are working as safely as possible: they are carrying out daily sanitizations, social distancing measures, mandatory mask wearing, and temperature measurement.

At the same time, the Covid-19 pandemic offers some opportunities for the industry: a yacht offers both a freedom to go anywhere while also offering a safe and protected haven. Thus, growth in the charter market is expected, and this market direction is fundamental for NAVIGO and its consultancy activities.

The issue of sustainability is extremely important in every single project we face. We have developed several projects to research new construction materials and fiberglass recovery. Others are analysing the life cycle of a yacht, propulsion and automation, use of green energy, and control and optimization in ports.

RINA plays a big part in this, as it allows us to have a professional and highly competent interlocutor in many areas across the shipping and yachting sector. This reflects the recent expansion of services offered by RINA and the range of the company's operating sectors.

Above all, we appreciate RINA's "green approach" to the industry, and to innovation and the technology. This allows us to offer our members the possibility of a truly environmental approach, and sustainable growth.

BIOGRAPHY

Katia Balducci is a yachting entrepreneur and co-owner of the Ovemarine Group SpA, a shipyard specializing in the construction of large luxury yachts within the Mangusta brand.

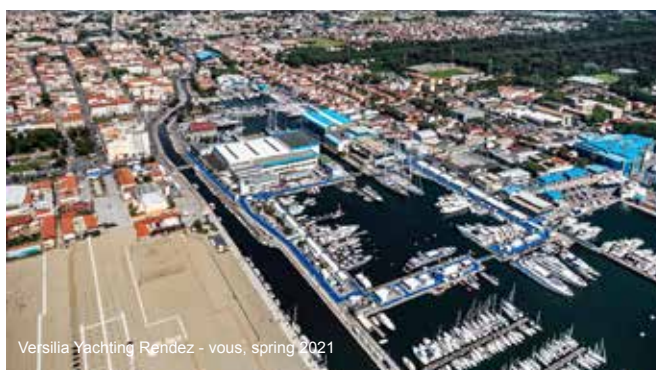
Within the Group, she has sole responsibility for the division dedicated to military production which operates under the Effebi brand.

Since 2016, Katia has also been President of NAVIGO, the largest network of nautical companies in Italy, and one of the most important in Europe. It is the largest center for innovation and development in Italy's nautical sector with more than 150 member companies, including shipyards, suppliers, yacht managers, ports, service companies and industry associations.

Katia is also a member of the Board of Directors of the Cassa Risparmio di Lucca Foundation, and a member of the Technological District for the Nautical and Ports of Tuscany, responsible for services and projects aimed at large companies in production and repair, production facilities, nautical-paramilitary transversality and work boats.

 www.navigotoscana.it

“We talked to trade unions to assure the safest work conditions”



Giving superyachts a 'voice'

Health, safety and, I would add, environmental and ocean protection are becoming increasingly the main inputs in the design phase of superyachts. For a dynamic and creative industry like ours, these topics represent the main objectives and opportunities on the global stage.

The path leading towards a completely safe, healthy and environmentally-conscious industry was already set before Covid-19. I believe that the 'new normal' approach will likely support and validate this direction – a direction which has been supported by the Superyacht Builders Association (SYBAAss) for many years.

In the short-term, production continues. With the exception of a few delays in deliveries due to the lockdown period, orders have not been cancelled and the feeling for the coming year is largely optimistic.

However, looking at the long-term, there is a large degree of uncertainty. Many have looked to the smaller recreational boating sector as a sign of

hope. This sector has seen a marked increase in demand as the water becomes viewed as a safe haven for recreational activities.

Of course, the superyacht industry is a very different market, and even within that, there are many different segments. So, while it is too early to state with any degree of confidence what the future will hold, there is optimism that our industry might also see an increase in demand as people recognise the security and other benefits that superyachts have to offer.

At SYBAAss, our goal is to give the superyacht industry at large a voice at the table. To put it simply, the members of SYBAAss, and indeed the wider superyacht build sector, want to be heard.

A misconception is that the superyacht sector is small, niche and undeserving of the same recognition as the other larger sectors that make up the maritime industry. Because of this, it's easy for the needs of the superyacht industry to be overlooked.

Interview with
Lorenzo Pollicardo,
Technical &
Environmental
Director, SYBAAss



Courtesy of SYBAAss



Courtesy of SYBAss

And for many years, they were.

In fact, it's the reason why SYBAss was founded. Superyacht builders found themselves squeezed between the international regulations of the commercial maritime industry and those that applied to the smaller leisure sector.

SYBAss was established to be the strong, unified voice for the sector. In my role, I champion our members' needs within the global regulatory field. My task is to assist in advancing SYBAss' role from monitoring to structurally influencing, representing the unique needs of the industry. This increased involvement reflects the growing complexity and importance of regulations and standards within the superyacht industry.

Since acquiring consultative status within IMO in 2011, SYBAss has actively monitored regulatory developments affecting superyachts, along with regular consultation with various flag states and class societies. Representing SYBAss members in front of IMO, flag states and international technical organisations is both an opportunity and a responsibility.

Thanks to SYBAss' efforts, the superyacht industry has gained an active role in the regulatory-making processes, deserving of its position within the maritime sector.

Here, I can say that my former experience at RINA has played a key part. Its undeniable that my time in RINA between 1987 to 1999 as head of the yachting department was an

essential contribution to my 30 plus years of experience in the maritime and yachting industry.

SYBAss continues to strengthen relationships with all IACS Class Societies and assist with their consultation with our members. I recognise that RINA has gained an important position in the areas of classification and advisory services that can really ensure added value to the superyacht industry.

And no discussion of the future of yachting is complete without reference to sustainability. Sustainability has always been an important topic for SYBAss. This was formalised in 2017 with the creation of the SYBAss Sustainability Committee – a platform for members to come together and discuss issues pertaining to environmentalism. Later, SYBAss supported the creation of Water Revolution Foundation, a non-profit taking the lead to neutralise the superyacht industry's ecological footprint and preserve the world's precious oceans.

Looking at the regulatory environment, the original IMO mandate was principally concerned with maritime safety. However, since 1954 IMO has assumed responsibility for pollution issues. In fact, of its 51 treaty instruments adopted so far, 21 are environment related. Thus, for many years, legislation has been the driving force for innovation in the maritime industry.

With IMO currently working on the fourth greenhouse gas survey, it is clear the organisation wants the entire

maritime industry to contribute to global efforts to reduce greenhouse gas emissions – including yachting.

With the establishment of sustainability-focused industry bodies and committees, the superyacht industry now has the opportunity to demonstrate we have the capability to develop new, forward-thinking technology and stay ahead of what is required. Innovation before legislation!

“Health and safety is becoming a key input in the design phase of superyachts”

BIOGRAPHY

Lorenzo Pollicardo is a naval architect and marine engineer who, after spending two years of military service as Officer of the Italian Navy, spent 12 years at RINA as Head of the Yachting Department and Shipping Certification Department. In 1999, he joined UCINA as Secretary General. In this role, he has also been Chairman of the ICOMIA Technical Committee and General Director of the European Boating Federation. In 2009, he joined Federagenti as Advisor for the Superyacht Market. In 2015, he joined Nautica Italiana, the Italian marine industry association, affiliated to Fondazione Altagamma, as Secretary General. Since February 2019, he has been the Technical & Environmental Director of the Superyacht Builders Association (SYBAss). In this role, he champions the interests of the leading superyacht builders around the world on the global regulatory stage and ensures that the rules which impact superyachts take into account their unique nature and the way they are operated.

The future is about to happen



M/Y Life Saga. Courtesy of The Italian Sea Group

Interview with Giuseppe Taranto, Vice Chairman, The Italian Sea Group



Covid-19 is one of the greatest events to have occurred in contemporary history, and its impact will be felt for decades both socially and economically. Our industry has been deeply affected by it, and the outcome will greatly depend on the reactions of individuals.

At The Italian Sea Group, we have always focused on solidity and long-term planning and this strategy has allowed us to limit the impact of Covid-19. However, going forward we expect to see a changed landscape, with fewer players in the market, made up of those companies that have managed their resources carefully.

The Italian Sea Group, which includes Admiral, Tecnomar and NCA Refit is today one of the biggest players in the international yachting industry. We are focusing on constructing yachts up to 100 metres, and can be considered as a 100% Italian Luxury Brand.

We have grown exponentially in recent years and aim to grow even more. As part of this strategy, we have diversified our Brand Portfolio in order to satisfy our customers' demands, as well as

strengthen our role as a leader in the market.

Right now, our positioning allows us to cover the two main segments of the nautical industry: pure luxury and innovation with Admiral, and performance and futuristic lines with Tecnomar. This enables us to reach a global audience.

At all times, we clearly differentiate our brands so there is no "cannibalization effect". With both Admiral and Tecnomar we created a strong brand identity and each has its own values, features, competitive advantages and strengths. This has allowed us to build a strong reputation and to be fully recognizable on the market.

With the Admiral brand, we are now gradually converting to larger size yachts. That is becoming a real, and at the same time, very challenging trend for our Shipyard and for the market in general. No doubt, bigger and bigger yachts will become a trending topic for everyone in the near future.

Meanwhile, with our NCA Refit business unit, we are now consolidating our

position in the refitting and repair market and we have already received a lot of positive feedback. We are fully satisfied with the results obtained so far, and ready for future challenges.

Key to all of this is innovation: we believe being innovative is essential to succeed in today's market. Currently in the large size yacht segment we are focusing our attention on Diesel Electric propulsion with innovative solutions, and hybrid options.

Our most outstanding project in terms of technology and innovation is the Tecnomar for Lamborghini 63 Yacht. For the first time ever, we have created a speed boat which evokes a real Lamborghini Car in design and performance.

There are two innovative elements at the base of her design concept: speed and dynamic weight. The two engines MAN V 12 - 2000HP allow the yacht to reach the impressive speed of 60 knots, while the use of carbon fiber (a typical element of the cars of Sant'Agata Bolognese) guarantees its classification in the range of ultralight boats with a maximum weight of 24 tons for 63 feet in length.

Tecnomar Centro Stile worked hard to guarantee the very best performance using high-tech solutions and cutting-edge design: driving her will be a real emotion.

Indeed, I believe that "the yacht of the future" will be the one that creates disruption in the competitive arena. At The Italian Sea Group, we always try to expand our core standards by giving

our customers never-seen-before yachts whether it involves design, tech, engineering solutions, or layouts.

We are currently working on four huge projects that will shake the market for sure and we are constantly striving for excellence.

In all of this, we take a sustainable and socially responsible approach. We do our best to minimise our environmental impact through innovative materials and propulsion methods. For instance, we have an on-site ecological island which enables us to maximize our recycling capacity, and we try to focus on hybrid projects wherever possible. And we are able to draw on a large pool of expertise in the Italian market. Made-In-Italy is in our DNA. We made the strategic choice to internalize every aspect of the supply chain to fulfil our R&D and engineering projects, and optimize our high-end standards, time and costs.

Finally, our longstanding relationship with RINA has made it possible to build yachts with the very highest levels of quality, efficiency and performance, respecting all the mandatory regulations.

"We have created a speed boat which evokes a real Lamborghini car"

BIOGRAPHY

Giuseppe Taranto was born in 1969. He is currently the Chief Commercial Officer and Vice President of The Italian Sea Group. He started his career at the Italian furniture company Natuzzi Group and spent ten years growing the company's international business. In 2009, he joined Tecnomar S.p.A. as General Manager, starting a long and close professional collaboration with the Founder & Chief Executive Officer of The Italian Sea Group, Giovanni Costantino.

In 2010, Giuseppe was appointed CEO of Tecnomar S.p.A. and subsequently became General Manager of The Italian Sea Group and Director and CEO of Nuovi Cantieri Apuania S.p.A.. In 2016, he was appointed Vice President and took up his current position as Chief Commercial Office in 2018.

 www.theitalianseagroup.com



Tecnomar Yacht for Lamborghini 63, Courtesy of The Italian Sea Group

A new landscape after Covid-19

Merijn de Waard,
Founder &
Managing Director,
SuperYacht Times,
gives his view of the
market



BIOGRAPHY

Mr. Merijn de Waard is the Founder & Managing Director of media company SuperYacht Times.

 www.superyachttimes.com

Covid-19 has of course transformed the yacht market in 2020.

Commercially, we have seen a recent pick-up in sales. Initially, there was a steep drop in deals in March, April and May. However, from June onwards there have been a lot of sales of used yachts. Right now, a lot of yachts are being sold in a span of several weeks but will that continue? I am not sure.

The new-build sector has been slow in Q1 and Q2 2020 and we feel that the remainder of 2020 will be slower as well compared to 2019. Overall, we expect the market to be down with around 30% to 40% compared to 2019.

With a slower market, it means that those shipyards who sold yachts at a low margin, or even under cost price, could get into trouble if they do not sell new yachts. However, established and well-run shipyards should continue.

There are now several different scenarios for clients. Some clients have lost money in the pandemic so they will be selling their yachts, or not buying new ones. There are others who instead of buying a yacht may be investing their money now because they see good opportunities.

Then there are the people who are making a lot of money now and may choose now to buy. And we also see

people buying yachts now because they realise how quickly the world can change, and they want to enjoy their life now.

There are also buyers who like the idea of having a yacht for future lockdowns. So, there are a lot of different scenarios, but the main question is will there be more sellers or buyers.

In the longer-term, buyers will come back. We are seeing a new generation of buyers, while a high number of people who made their money in the tech sector have bought, and continue to buy, yachts. These are both young and older clients.

In terms of the organisation of the superyacht industry, we definitely see a shift towards more digital technology. Clients are doing more research online as it is simply a lot harder to travel.

Meanwhile yacht shows have been postponed or cancelled. The industry is waking up to this reality and we are already seeing more companies invest in their online presence.

We already have a very strong digital presence, and in the next few months we will launch a unique new digital platform to promote yachts and the industry as whole.

What does the future hold? Yachts take a while to build, so within the next five years there will not be any significant changes. However, one of the major shifts will be the use of technology and big data, particularly when it comes to yacht operation and maintenance. In terms of design and looks, I'm not sure there will be a lot of change, or at least not a wholesale shift. We had futuristic yachts 30 years' ago, such as the Zeus (ex Eco), while there are still traditional yachts being built today simply because people like the style.



Courtesy of SuperYacht Times

Communicating the true value of yachts



Maxi Cat. 50 mt, project by Pierangelo Andrean

Francesco Michienzi,
Editor-in-Chief,
Barche magazine,
gives his view of the
market



BIOGRAPHY

Francesco Michienzi is Editor-in-Chief of the international nautical magazine Barche

 www.barchemagazine.com

COVID-19 has undoubtedly created a lot of disruption in the yachting industry. In the immediate term, we have seen a slowdown due to the difficulty of travelling, and also the reduction in direct contact between yacht owners and shipyard managers. However, in the medium term this challenge can be overcome by the attentive organisation of all the players involved – with interactions and communication that are more efficient and, most of all, safe.

Apart from these practical issues, the purchase of a superyacht is less conditioned by the cyclical trends in the economy and finance.

High net worth individuals have enormous purchasing potential, even in adverse economic situations.

Current trends are undoubtedly generating cautious purchasing. However, these days, it is worth highlighting that yachts can play an even more important role in the safety of people, by effectively offering owners the opportunity to live 'on their own island' - with the highest degree of protection.

One of the main challenges lies in the technological aspect, and in the perception that customers have towards the use of a yacht.

Work has to be done on communication in order to convey the real value of this product.

This means from a technological viewpoint considering issues of remote driving, passive safety, crew training and propulsion. There is also work to be done on adapting marinas to the increasing size of yachts.

I do not believe there will be quantum leap in the 'yacht of the future'. The nautical industry tends to evolve in small steps. However, catamarans will play an increasingly important role, as will greater efficiency and lower fuel consumption. And there will always be, of course, a push towards more space and comfort.

The current endothermic engines will undoubtedly have to convert to more ecological alternatives, using fuels such as gas or hydrogen with fuel cells. I personally do not believe in the electric hybrid as an option because of the problems generated by batteries, which are heavy and difficult to dispose of.

Unfortunately, the fluidity of the situation is also having an impact on regulations. One could argue that the lack of in-depth knowledge on this subject has resulted in some unnecessary regulations.

This includes those relating to the reduction of nitrogen oxide (NOx) emissions which are applicable to shipyards building yachts of over 24 metres in length and 500 GT.

In order to achieve this, it is now the case that each yacht must be equipped with a SCR catalyst in the engine room. One could say this is a forced solution to a false problem that has no overall impact on the reduction of harmful emissions.

New Centre dedicated to service excellence

RINA has established an exciting new department for the yacht segment called the Yachting Excellence Centre, which will be dedicated to creating innovative new work tools for clients going forward. The new team will be based in Genoa, and operate with both Italian and foreign clients worldwide as well as with all of RINA's global Operative Network Offices.

One of its first projects will be to bring new ideas and approaches to improving the approval and survey process. This will include looking at new documentation and/or technical working sheets for Surveyors or Plan Approval Staff Members that could potentially speed up and harmonize the approval and survey process.

Similarly, the team will work on assisting clients in the production of the documentation needed for the classification and/or certification of the yacht, in order to provide the solution that best fits their needs. Another role for this new team will be to provide regular information and updates to clients and the Operative Network regarding new rules issued by RINA in the yachting sector, using new, smart and innovative forms of communication.

The aim is to build on and enhance the traditional activities previously carried out by former Technical Function Team. These include, for example, providing prompt and timely technical support to the Operative Networks of the Survey Stations and to provide Plan Approvals analyzing those arrangements which differ from those normally foreseen by the rules. In addition, the team will look to develop and maintain a dedicated set of rules for the yachting sector which

may involve tailoring international rules developed for other types of marine units to the specific needs of the yachting industry.

The members of the new Yachting Excellence Centre team believe the delivery of proper preliminary assistance to the client in the early stages of projects is an invaluable tool enabling all interested parties to detect immediately - and thus address and resolve promptly - technical problems.

In our opinion, this is the key to speeding up the approval and survey process particularly for newbuilding projects, thereby avoiding time lost on trying to fix problems when it is too late.

For this reason, one of the key responsibilities of the new Excellence Centre will be to work with shipyards to highlight the most important technical aspects to be addressed by builders in order to properly meet

and fulfil the rules depending on the yacht involved and its particular specifications. The latter will include dimensions, propulsion type, applicable Statutory Administration, particular characteristics, and the owners' specific needs and wants.

With the new Excellence Centre, our goal is not only to solve clients' technical problems as quickly and efficiently as possible, but to try and predict and foresee possible future issues, thereby approaching projects with a list of potential solutions already in our pocket.

 giorgio.gallo@rina.org



Protecting sea life with Dolphin Class



What is pollution? The answer might seem obvious. Typically, pollution is considered as the diffusion of toxic or harmful materials on our earth. But pollution can also refer to the propagation of dangerous or harmful sounds in the environment, both in the water and the air.

When sailing, yachts emit noise underwater from their yacht propulsion systems. This noise is transmitted around the yacht and is audible to fish and mammals from a significant distance. And just as excessive noise can annoy and injure human beings, it is also the case for marine fauna.

Would a person ever stand behind a jet plane engine without appropriate protection? The answer is 'of course not', the noise would be intolerable and highly damaging. In the same way, fish and mammals are disturbed on a regular basis by ships and yachts passing through their environment. This noise pollution also has a

detrimental effect on humans, with the sounds emitted by engines, propellers and exhaust systems disrupting cognitive and reproductive health.

Nowadays, pollution reduction and flora and fauna preservation are important themes that are regularly discussed in maritime committees. Many countries are developing new regulations to restrict underwater noise emissions and preserve fish and mammals. Many shipping companies, especially in the cruise sector, are designing newbuildings to meet the underwater noise emission limits defined by classification societies' Additional Class Regulations.

RINA was one of the first classification societies to develop a special notation in this area, creating its Dolphin Class additional Class Notation and relevant regulations in 2016. The Notation is valid for all types of vessel, including yachts, underlining our commitment to pollution reduction in all areas.

In the context of yachts, the aim

of the RINA Dolphin Class is to help operators adopt the correct navigational conditions when crossing mammal sanctuaries or in case of sea mammal sightings. The Dolphin Class notation ensures low underwater noise emissions, contributing to the preservation of marine fauna.

In addition, this approach brings significant benefits for the operators themselves: a reduction in noise emissions will attract more sea life, increasing the chance of sightings. Indeed, ocean mammals and fish will not approach the source of excessive noise, but instead keep their distance in order to protect themselves.

Nowadays, with yachts achieving incredible performance, and new technology enabling beautiful lines and high levels of passenger comfort, the next challenge is to design these amazing yachts with very low emissions.

At RINA, our goal is to preserve the marine environment and protect fish and mammals, and ensure future generations have the possibility to admire the marine flora and fauna of previous generations. RINA Dolphin Class is our way of achieving this!

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Defining yacht rules for polar regions

More than a century has passed since the first successful sea expedition in the Polar regions, and today it is not only merchant ships that are interested in sailing these waters. These days, yacht owners are also keen to navigate polar regions, often in the hopes of observing the wonderful marine species that inhabit these magical lands.

The applicable rule for a merchant ship sailing occasionally or regularly in polar waters is relatively straightforward, and involves the application of the Polar Code as set out in Ch XIV of the SOLAS Convention.

This contains a fully detailed set of rules with all the relevant requirements for these critical areas. The rules range from prescriptions on the safety of ships sailing in waters with different ice conditions and very low temperatures, to restrictions on emissions and discharges in order to environmentally protect such delicate areas. However, if the regulations are well defined for the merchant shipping industry, the regulatory framework for the yachting industry is still far from being clear.

At present, the most common Administrations dealing with yachts in their Statutory Codes generally apply the SOLAS Polar Code to commercial yachts operating in polar waters, regardless of a yacht's individual tonnage.

However, as the rule was originally written for cargo and passenger ships, the requirement is not always well adapted to the sector. While the Polar Code can have an acceptable impact on a steel yacht project over 500 GT, it can have an unreasonable impact on smaller units, and in particular those with hull built of materials other than steel.

Conversely, in the private sector where the SOLAS Convention does not apply to pleasure yachts, the IMO has developed "Guidelines for pleasure yachts of 300 gross tonnage and above not engaged in trade operating in polar waters" which relaxes some of the requirements of the Polar Code. There are now discussions underway to develop "Guidelines for cargo ships below 500 gross tonnage operating in polar waters", which would cover cargo ships and commercial yachts carrying up to 12 passengers that are below

500 GT and which are not subject to the SOLAS Convention and the Polar Code.

From a classification point of view, RINA is actively playing its part in helping yacht owners safely cross these Arctic and Antarctic waters. RINA has developed several new additional class notations similar to those that exist for merchant ships but specially tailored to the needs of the yachting sector.

These new notations contain specific requirements for vessels with GRP or aluminium hulls, and will guide shipyards on how to deal with structural aspects during the construction of a yacht that will operate in polar waters.

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Putting biosafety first

At RINA, we are proud to announce that the Ferretti Group, a world leader in the design and construction of luxury yachts, has become the first yachting company to obtain our new Biosafety Trust Certification.

This groundbreaking new management system certificate, devised in the wake of the Covid-19 pandemic, is aimed at the prevention and mitigation of the spread of infections in public places. In creating such a certification, RINA aims to help companies ensure the highest health and safety standards, and assist in the industry's economic recovery.

The Ferretti Group becomes the first company in the recreational boating industry to obtain this accreditation.

The new Biosafety Trust Certification provides a set of best practices to help minimize the risks of spreading epidemics in crowded places such as accommodation facilities (hotels, congress centers, cruise ships), entertainment and sporting venues (restaurants, theaters, gyms, museums, swimming pools), healthcare structures like retirement and care homes, and public transport.

Certification is based on the ISO's systematic approach to management systems, combined with scientific best practice and the principles of organizational behavior management (OBM). Together they work to effectively control and prevent contagion in a work context.

The certificate, which goes beyond legislative measures, demonstrates the Ferretti Group's commitment to preventative safety measures. This is further underlined by the signing of a joint memorandum of understanding

in this area with trade union representatives.

"Health is our number one priority," commented Lawyer Galassi, CEO of the Ferretti Group. "This important certification rewards the measures taken - and the commitment by all of us in these recent difficult months - to ensure safety and continuity in the workplace. Health and sustainability are increasingly fundamental values in any forward-looking industrial strategy."



The certification consolidates a series of investments made by the group in employee well-being and the protection of staff, and the advantages are expected to be felt across the group.

The benefits include higher quality services for consumers, better accident prevention and reaction, better risk management, increased stakeholder confidence, ensured business continuity, and lower financial cost and risk.

Paolo Moretti, CEO of RINA Services, commented: "The Ferretti Group

has demonstrated a special focus on human capital and has reacted promptly to the Covid-19 pandemic, protecting employees."

Staff at all levels in the organisation will be charged with carrying out the commitments under the new certification. Compliance is verified by RINA through documentary audit, and at the Group's operating units. The certificate has a three-year validity and includes periodic supervision.

The Biosafety Trust Certification is part of a wider 'virtuous path' undertaken by Ferretti Group, which aims to increase the sustainability of its business activities.

Through the reduction of its environmental footprint, a focus on employee well-being and health, and measures to work closely with local communities, the Group wants to promote a sustainable approach throughout the supply chain involving all stakeholders.

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Digital technology excels in Covid era



Although the yacht industry had already begun a shift towards more digital technology, the Covid-19 pandemic has undoubtedly hastened this process.

After all, when social distancing is of the essence, what better way to keep your yacht shipshape and plying the seas than with remote technology? For yachting, one of the most visible and useful technologies deployed during the pandemic has been the remote survey, to ensure boats are kept fully classed and certified.

As the marine industry adjusts to the constraints placed on people's movements imposed by national governments, remote – rather than physical - inspection has gathered pace.

RINA has now developed a range of remote inspections techniques for use by yacht owners, including portable headsets, drones and ROVs (Remotely Operated underwater Vehicles).

“The Covid-19 emergency has accelerated the already growing demand for remote services. Thanks to our app and live streaming technology, not only is safety guaranteed, but also the time taken for inspections is optimised. Remote technologies reach a level of detail that the human eye can't, and allows specialists attending onshore to carry out an even more detailed inspection of the vessel,” says Paolo Moretti, CEO of RINA Services.

For instance, RINA is offering the 'Kiber Helmet', a wearable digital device for onboard crew that enables engineers and inspectors ashore to see what the wearer sees in real time.

This 'smart' helmet enables high-resolution image capture, real-time mark-up of images or videos, and easy document sharing. Thus, a crew member can quickly and easily ask for help from more experienced colleagues ashore, or from a technician from the manufacturing company. Not only is this 'Covid-safe' but it

potentially avoids costly and, in some cases, impossible travel.

And there are other advantages: in case of machinery failure, engineers may be able to give clearance for the boat to continue operating while replacement parts are organised, avoiding an immediate shutdown. Repairs can also be supervised remotely, reducing downtime.

Often the equipment needed is no more than a conventional smart phone and RINA's dedicated software. RINA is also now offering a pioneering “Remote” notation, which signifies that a boat is eligible to be surveyed remotely for the largest scope of class surveys, as well as periodical surveys. In doing so, RINA aims to help take yacht owners to the 'next digital level'. RINA began trialling remote inspections back in May 2019 as part of the company's broader digitalisation initiative.

This wider initiative includes surveys, electronic certificates, online fleet performance monitoring tools, electronic logbooks, virtual reality training and the aforementioned remote inspection techniques. These techniques allow digitalisation to do what it does best: provide simple, practical solutions that improve results and save time and money.

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Our Purpose, Our Way

At RINA, we are constantly looking beyond the horizon, aiming to deliver solutions that improve the wellbeing of society and building sustainable values for future generations. Our Purpose is the reason RINA exists, the main and final goal of our organisation, while Our Way is the approach we take to achieve this purpose.

Our Purpose: We bring together people, the planet and organisations to anticipate the challenges of the future and improve quality of life.

Our Way: We simplify complexities through our expertise, making what seems impossible, possible.

RINA works with clients on complex projects across the globe. We succeed through our ability to simplify concepts without trivialising them, and to find and present solutions, as reflected in our new tagline:



**Make it
sure,
make it
simple**

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RINA Corporate Image®