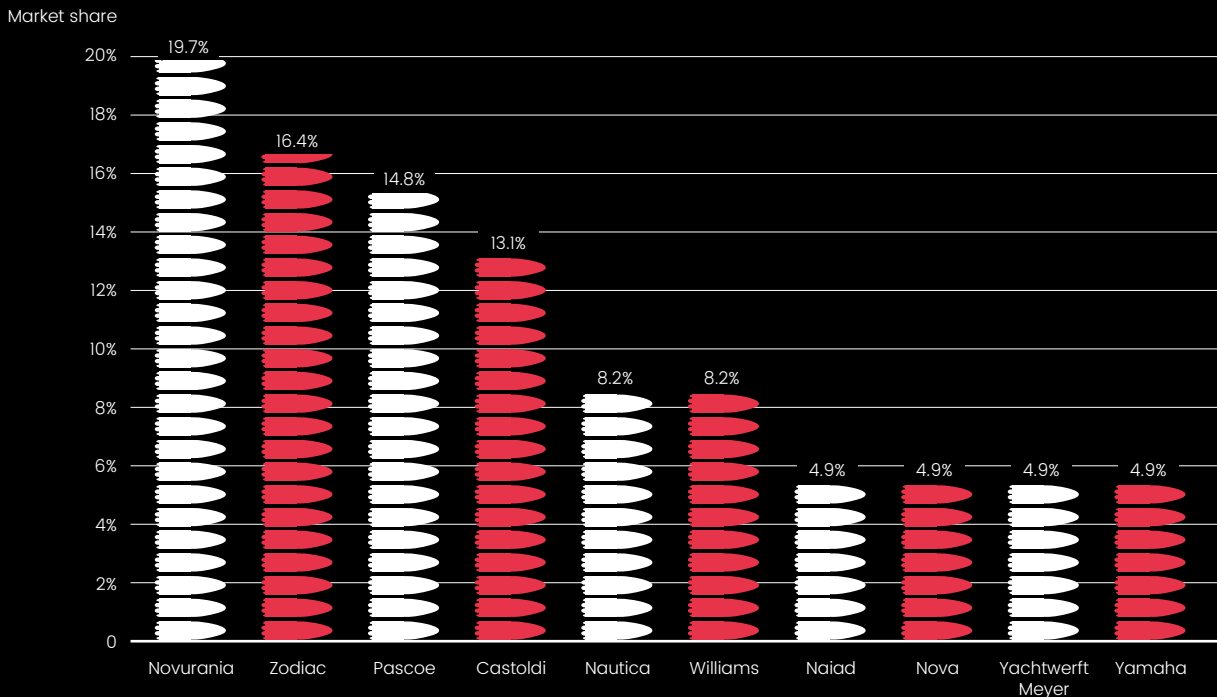


The Superyacht Annual Report Tenders & Toys

2017

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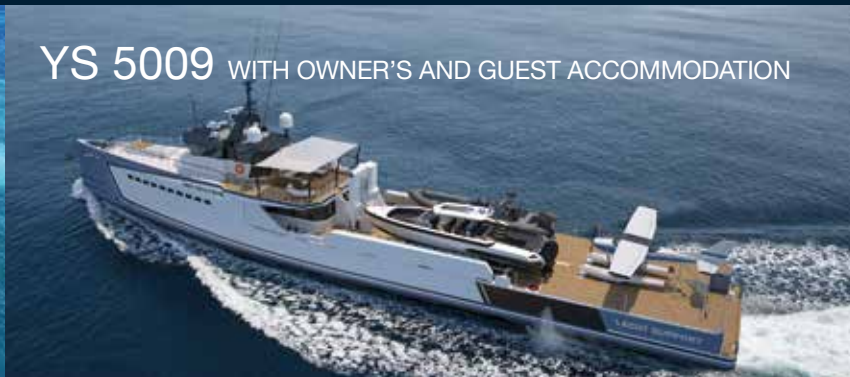
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WELCOME LETTER

Welcome to the latest edition of *The Superyacht Intelligence Annual Report*, an upgraded version of what used to be *The Superyacht Owner Tenders & Toys Guide*. In essence, our objective is to create a portfolio of information channels that can guide buyers through their decision process, with market intelligence, analysis and information on what is available, coupled with customer insight and research that supports the marketplace with a clearer understanding of the business potential.

If you take the number of yachts in the active fleet and multiply that by an average of two tenders per yacht, coupled

with a sprinkling of toys and on-water guest activity, when added to a new-build market it is very easy to forecast that tenders and toys on board can be measured in the thousands. Then add into the mix the frequency of upgrading, replacing and repairing all these, with a price spectrum of between €100,000 and €2 million-plus per item, and we are able to demonstrate that the tenders and toys market has become a multi-multi-million-euro business annually.

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seen a sophisticated marketplace unfold, with huge levels of customisation, technology and other cool gadgets. The objective today is to ensure that transporting owners and their guests from the local hangout in Ibiza to the floating offshore palace is as seamless and sexy as possible. Going from A to B in style is big business. The art of buying tenders, toys and other pieces of hardware is something we are now tracking and analysing in a similar way to the refit, brokerage and new-build sectors, as we recognise the importance of guiding the customer in their buying decisions. I look forward to your feedback on our latest *Annual Report*.

THE ART OF GETTING FROM MOTORYACHT A TO B

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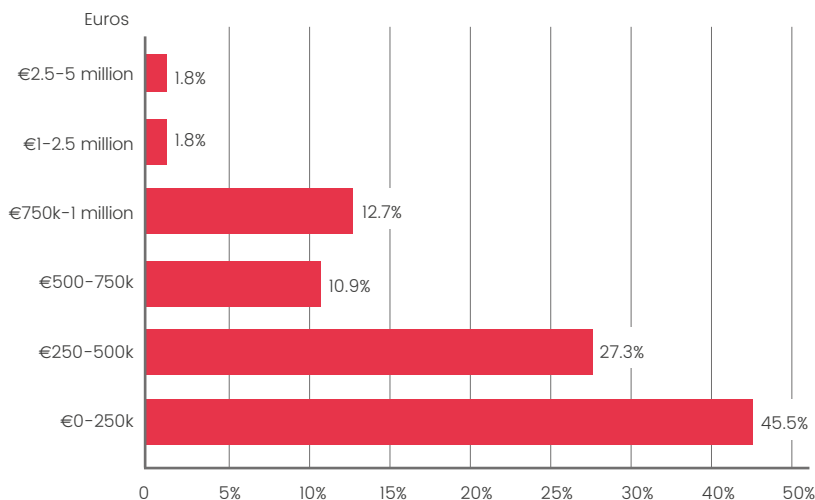
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LOVE ME, TENDER

While there is a serious side to this market report, William Mathieson reminds us that the essential role both tenders and toys play is to put the fun back into yachting...

Here at The Superyacht Group, we love making a rod for our own back. And so it was with a typically cavalier approach that, at the beginning of the year, we committed to what must surely be our most ambitious market report to date – trying to apply some form of quantitative logic to the wildly heterogeneous tenders-and-toys market.

'Madness!', I hear you cry. And, yes, if you had said that to me five months ago, I'd have been inclined to agree with you. By comparison, tracking superyacht activity is very straightforward. After all, yachts must be at least 30m in length, have shelf lives that far exceed our own and increase in number by only 150 or so each year. Easy.

But when researching the tender-and-toy market, some initial methodological questions reveal the sheer scale of such a project: what constitutes a tender? How regularly are tenders replaced? How low can we go when it comes to classifying something as a 'toy'? Indeed, when you think about it, it seems like a pretty daunting task, right?

Well, it was certainly a challenge, but we got there in the end. And I think the results make for fascinating reading. This is a vast market, in both its value and its breadth, and to even quantify a fraction of it represents progress.

Within the ethereal sphere that the tender market has historically occupied, veracious market data must be seen as a good thing. For manufacturers to be able quantify the size and distribution of the market represents an invaluable business reference tool. But qualitative insight is equally important to making prudent business decisions. Quality is the yin to quantity's yang, after all.

So, while data undoubtedly underpins the premise of this report, we have drafted in three of our editors to apply their powers of scrutiny to the market and identify the factors that influence clients' decision-making.

Chief among these decisions is the actual buying process. What, in practice, does the tender sales market actually comprise? It's a good question and one that the industry probably hasn't asked itself enough. So who better to answer it than our Brokerage Editor, Felix Sowerbutts? Here, he dissects the buying process for tenders and examines how the choice of tender is incorporated into a build schedule, the procurement process and the role of intermediaries. The buying and selling is not something that is given much credence by the media, yet considering the artisanal status of some tenders, it is a viable marketplace.



BY WILLIAM MATHIESON

This is a vast market, in both its value and its breadth, and to even quantify a fraction of it represents progress.

While undoubtedly artisanal, today's tenders, RIBs and chase boats must also deliver both comfort and performance and in many ways be an extension of the yacht itself. Tech-savvy owners expect high-spec boats. Technical Editor Tim Thomas has cast his eye over the most innovative, functional and experience-enhancing tender-specific technology. These vessels have very different operational features from their motherships and so represent a design profile all their own.

Designing a yacht for commercial use is a tricky business. How can one make something so idiosyncratic deliver mass appeal? It is indeed a challenge. But one thing all of the best charter yachts have in common is their carriage of plentiful tenders and toys. The desire to play on the water is unquestionably a mainstay of any charter and ensuring the boat is well stocked with the means to do so is key. But what constitutes the perfect charter yacht? Which toys are must-haves? And what do guests expect to find on board? Wealth Editor Rachel Rowney posed these questions, and

more, to the great and the good from the charter market.

Personally, although I think these markets are somewhat divergent, they are symbiotic in that they both serve the primary purpose of enhancing the guest experience. I've always found the tender market alluring because of the aesthetics – the romanticism of a classic Riva, the heady seductiveness of the Claydon Reeves Aeroboat, powered by Rolls-Royce, or even the futuristic styling of the Thierry Mugler 'Bat Boat', as it's colloquially known.

And toys, for me, are essential. They're what put the guests in touch with the water. I greatly malign the 'stern-to, parked-up' paradigm of yore; if you want to sit on a stationary boat, why not buy a villa? They're much less of a headache to run! Yachting, fundamentally, allows its purveyors to spend time on the water, rather than within the confines of a room, and enjoy the majesty of the ocean. And that's what tenders and toys are all about. Enjoyment. **WM**

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A RECIPE FOR SUCCESS

BY RACHEL ROWNEY

How influential is a yacht's selection of tenders and toys on its popularity in the charter market? The Superyacht Report speaks to a selection of charter brokers to ascertain what clients are looking for, as well as to manufacturers who are supplying the most successful vessels.

Clients will consider a number of factors before they finally choose their charter vessel: the crew, the location and the price to name but three. But how important is the selection of toys and the yacht's tender? As clients become more discerning in the saturated charter market, more owners are looking to promote their yachts by having a wide selection of equipment available to guests.

"With any yacht that is on the charter market, the competition is really fierce and the supply is far exceeding the demand. Therefore, it is absolutely critical that a yacht is outfitted with an incredible array of water toys," begins Shawn Z. Laird, charter management director, North America, at Northrop & Johnson.

Today, owners and captains are engaged more than ever in the purchase and management of the equipment on

board. "It is important to most clients looking to have a great vacation and the number one thing I always tell my new owners is, 'Here is what you really need to have to stay in the competition when placing your yacht on the charter market,'" says Laird. The basic selection on board any yacht will include a tender, a jet ski (or WaveRunner), a water ski, a wakeboard and snorkelling equipment.

When looking through the selection of yachts available for charter, the tender is a huge consideration. First and foremost, it is used to transport guests to the yacht at the beginning of their stay, as well as back to shore when necessary. "It is really important to have a large, high-quality tender," says Frances Edgeworth, charter broker for Fraser. "When guests want to go ashore, they do not want to get wet on their way to a fancy restaurant or a club."

The tender is often the first thing that charter guests experience and it can be used by each of them multiple times throughout their trip. In recent years, owners have begun to pay more attention to the design of tenders, seeing them as not just a method to travel between A and B but also part of the whole journey. "Clients are definitely starting to think beyond the yacht itself and are starting to factor in the entire package rather than just focusing in on the yacht. They want to look at the amenities, and tenders are a big part of that," says Tom Southern, vice president, sales and marketing, at Pascoe International. "There is no doubt in our mind that clients, be they charter or owners, are playing much more of an active role in tenders than [they were] a couple of years ago," he adds, echoing the sentiments of many charter brokers.

When it comes to toys, it would appear the more varied, the better. “Inflatables are king,” says Jackie Guenther, charter broker at Denison Yacht Sales. “We see a lot of interest in slides, inflatable trampolines, Jungle Joes and Seabobs.” The only negative aspect to these is the time needed to inflate them; some larger slides can take more than two hours to prepare before they are ready for guests to use. In addition to these, Guenther explains that WaveRunners and Seabobs are hugely popular on the charter market, with each yacht expected to have at least one of each.

Some toys have declined in popularity, and many charter brokers cite the level of accessibility as key to this. Toys that require a certain level of skill or cannot be enjoyed immediately may take a back seat. Anne Sterringa, senior charter broker for Camper & Nicholson International, says, “A few years ago, a lot of boats left the windsurfer on the shore and took kayaks, as everybody can use them. It gives the client a nice feeling of independence so they can explore and go off by themselves.”

Mirroring the rise in popularity in expedition vessels, many guests are now looking to have more adventurous toys, such as submarines. Erik Hasselman, commercial director at U-Boat Worx, a manufacturer of personal submersibles, believes there is a growing trend of guests wanting to try something different. “I think that people have come to realise that it is not just about sitting on the deck and drinking champagne anymore and that yachts present a very nice platform to explore. People start with helicopters or scuba diving and then submarines are a logical next step if you want to go a little bit deeper and enjoy a bit more comfort.” Although these technologically advanced toys are not for everyone, they offer an exciting alternative for the more adventurous guests.

Interestingly, Laird believes the importance of toys is now also influencing the design of the yacht itself as there has been a shift in the focus and daily use of the vessel. “On a lot of boats now, you see beach clubs and having one is so important; it goes hand in hand with water-toy activity, from sunrise to

Below: custom tenders, such as those from Pascoe International, are now a commercial consideration in their own right.



Copyright Pascoe International



sunset,” he says. “From my perspective, I think beach clubs are replacing the upper sun deck because that is where everybody hangs out. If you have that, you’re going to be more attractive and be above the competition.” Whereas, in past years, owners may have seen toys as a small, even insignificant part of the yacht, now the accessibility and stowage is a crucial part of a guest’s engagement with – and enjoyment of – the vessel.

A client’s request for toys varies from charter to charter. Sterringa explains how the make-up of each individual group is a key indication of their preference for equipment. “If it is a young group with sporty people, water toys will be very important; if it is a family with teenage children, that is also going to be very important,” she says. The age group hugely influences the requests for toys, as Edgeworth also explains, “I work with a lot of millennials who are much more likely to want active and explorer toys.”

However, the equipment on board can also dissuade a group from choosing a particular vessel. Sterringa continues, “You might have people who hate jet skis and, because of the noise they make, they will not want to take the boat that has jet skis on board. If you charter a sailing boat, you want to have a quieter experience and the number of toys would not be so important. So it depends very much on the group.”

If toys are a key part of a client’s wish list, would it be feasible for charter brokers to offer them the opportunity to select tenders and toys from an external list, and these would then be supplied with the yacht for the duration of the charter? There is a certain amount of flexibility, especially with toys that take up a smaller footprint or ones that are inflatable, but this is less practical for tenders. Similarly, with specialist equipment such as submersibles or jetpacks, the importance of crew-training cannot be underestimated, and if the toys are not native to the yacht, the guest’s experience and safety could be compromised.

“In recent years, owners have begun to pay more attention to the design of tenders, seeing them as not just a method to travel between A and B, but also part of the whole journey.”

Below: the YXT24 can accommodate a vast array of tenders and toys.



Copyright Lynx Yachts



Above: the Super Yacht Sub 3 from U-Boat Worx.

THE 10 MOST POPULAR TOYS CURRENTLY AVAILABLE IN THE SUPERYACHT MARKET

JetSurf Factory GP 100

JetSurf Pro Race

Seabob F5 SR

Zapata Racing Jetpack

Zapata Racing Flyboard

Sea-Doo Spark

Fanatic Fly Air Premium

Aquaglide Yacht Slide

Hobie Mirage Eclipse

Aquaglide Escalade Summit

Source: Luxury Water Toys

Another option is to have a support vessel that is wholly dedicated to tenders and toy equipment. The advantage of this is that the support vessel can travel ahead of the mothership to set up all the toys in advance. It also allows the mothership's tender stowage area to be utilised in other ways, meaning more room on board for guests.

The YXT 24, from Lynx Yachts, is a prime example. The 24m vessel features a versatile deck arrangement that can accommodate a range of tenders and a large number of toys to exponentially increase the equipment available for guests. "Yacht owners are looking to have more fun and there are many more toys around that you can purchase or that you want to use," explains Filippo Rossi, sales and marketing manager at Lynx Yachts. "When you are surrounded by guests, kids and friends who want to have fun on board during the day, you need a lot of space on your yacht. The only way to have the possibility to carry hundreds of toys is to either enlarge your yacht or have a dedicated vessel for toys."

Rossi sees the concept of support vessels becoming more and more prominent on the charter market, with the client selecting a shadow vessel (filled with a wider selection of equipment) as well as the yacht they wish to stay on. In addition to the extra space freed up on board by storing tenders and toys on the support vessel, and having a larger selection of available equipment, Rossi cites the time-saving aspect of the support vessel as a reason for their rising popularity. "You don't have to waste time waiting [for equipment] because there is a dedicated person and vessel that is there only for this specific purpose, so it will change the lifestyle when you are on board the yacht. It gives you much more freedom."

The significance of toys and a high-quality tender is clearly essential to today's charter clients. It is impossible to cater for everyone's individual needs and requirements, but to stay relevant and popular on the charter market a wide range of toys is essential, with the younger clients driving forward the more adventurous – and specialist – equipment. The industry must provide a wide selection of products that caters for as many different tastes as possible if it is to retain all of its charter clients. **RR**



ONE MAN'S JUNK IS ANOTHER MAN'S TREASURE

Tenders are a very important element of the superyachting experience and yet, it is not immediately clear how – and for a new-build yacht when – they are procured. It's almost as if they appear on yachts by magic. Here, we take a closer look at the tender commissioning process for new build yachts and their sale and purchase further down the line.

BY FELIX SOWERBUTTS

With the convenience of the leisure market offering tenders considerably greater mass-market appeal than their motherships, one might expect the re-sale to also be a more clear-cut exercise and an altogether less daunting experience. While this is of course true, like their motherships, tender customisations have a profoundly negative impact on their re-sale value. And as superyacht designers further their interest in marrying the designs of the tenders with that of the mothership, their use as second-hand boats, if too heavily personalised, becomes progressively restricted.

When it comes to procuring tenders for a new-build project, the tenders for the larger full-custom superyachts today are typically created by the superyacht's designer, which might

have an established relationship with a tender builder that they utilise financially and/or for convenience. The designer will often go for an existing model that is already in operation from that manufacturer, but might wish to modify the existing mould to create something bespoke for the client. Conversely, a production line or semi-custom superyacht will have a standard tender locker layout, and the shipyard will most likely have an arrangement with a tender manufacturer, where they will receive a discounted price on the products and a commission on the sale.

"If it's a custom tender, it takes the manufacturer about three months to design and engineer the package for the boat, and then they have to build the mould tooling, which takes about three to four months. They then need to build

the boat," explains Josh Richardson, director of Superyacht Tenders and Toys, which has a tender brokerage division but, most prominently, offers new-build consultancy, expertise and build management for owners. It is very much a "Here is my garage, what are my options?" scenario, as Richardson puts it. Jan-Jaap Minnema, sales broker at Fraser, adds, "Every owner has an idea of the tenders they want on board their boat. Very often they'll have specific requirements and you might need to design the boat around the tender locker. For instance, the space requirements for a submarine are very different from jet-skis."

A heavily customised tender will normally require 18 to 24 months of actual construction time – a limousine will take longer and an open tender will

“The last thing you want is a custom tender pull alongside the yacht and the guests have to jump a metre to get on.”

Below: custom tenders require up to two years’ construction time.



take around 12 months to build. Thus, for a three- to four-year mothership construction, the procurement process typically begins before the captain and crew are involved and tends to be the responsibility of the build project manager.

There are many customisations an owner can make to the design of tenders – generally, it’s a design that matches the mothership, but an important one to consider, Richardson mentions, is the boarding height where guests get on and off the yacht. “The last thing you want is a custom tender pull alongside the yacht and the guests have to jump a metre to get on. That’s a number one failure, but also an aspect of the design that makes it unique to the yacht.” An owner may also wish to tinker with the upholstery, the lighting, the type, size and layout of the seating, and the engineering package.

“We’ve got a 140m+ project in build at the moment and we’re doing four tenders, all with the same engine and drive package, because it’s easier to maintain and carry spares for. But if you bought four production boats, it would all be different. While there’s no problem with that, it’s annoying to be carrying surplus spares and dealing with different people for the after-sales and warranty work.”

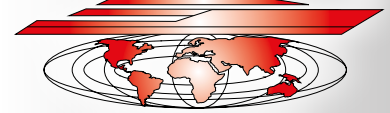
Interestingly, Richardson highlights that he would not want to run a business solely conducting brokerage sales for tenders. “It’s not a huge market. RIBs are much easier because you have a leisure market in the UK and south of France that will buy them – everyone wants a RIB with a Yamaha 150 on the back – but most of the time you’re taking what is effectively a knackered tender from a superyacht because it’s not good enough to be on a superyacht anymore. They might be seven to 10 years old and you can’t sell it back to a superyacht because they have high expectations and won’t be happy with the condition.”

Suggesting that superyachts wouldn’t be prepared to drop their expectations to the tender re-sale market, Minnema adds, “If you look at the purchase price of the yacht, tenders are just a small part of it, although they’re still not cheap.” There is scope for refit work on second-hand tenders to increase their value and desirability, but for tenders with inboard engines, it’s not an easy job to do refit work, so the value just continues to drop, typically.

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Another reason customised tenders may not be suitable for use on other superyachts is that many will have bespoke lifting points for customised garages. “First of all, all the garage sizes and fittings vary, but you’ve got a problem if the lifting points are in the wrong place, because cranes have to lift vertically. To retrofit a tender with new lifting points to match the cranes is all possible, but it involves taking up the deck and putting reinforcements in the hull.” This isn’t always the case though – for yachts with a single crane, it doesn’t matter where the lifting points are as you can make a strop, which is a lifting method where multiple lines are fed into one central point to securely haul the tender out of the water.

Superyacht Tenders and Toys works to the rules of ABYA Professional Yacht Brokers when it comes to tender sale and purchase. “For a second-hand tender, you would normally start with an eight per cent commission, but in practice it ends up being less than that,” Richardson continues. He offers an example: “If you’re selling a 5m Williams for £30,000, a six per cent commission will provide

a £1,800 commission. It’s not a huge return, but it’s worth being involved in because you might make a second-hand sale every couple of weeks – and you never know what opportunities may arise in this industry from any level of involvement.”

However, tenders devalue dramatically, particularly custom tenders. “An owner can spend £1.5 million on a custom limo and in three or four years it’s very likely that it will only be worth a quarter of that,” Richardson continues. “They’re so customised and specific to that client, and matching the mothership, that they really aren’t relevant for anyone else.”

Much like the superyacht brokerage market, the sellers have a tendency to overlook the experts’ advice and price at a level that they feel is suitable, but is not fundamentally realistic. Only, with tenders, the owners aren’t incurring extortionate OPEX, so have a little more flexibility with listing the boats at their price. Superyacht Tenders and Toys will store its second-hand inventory in its warehouse while trying to offer the tenders for sale.

Above: the bespoke deployment system for custom tenders can also impact upon their resale value.



“If you’re selling a 5m Williams for £30,000, a six per cent commission will provide a £1,800 commission. It’s not a huge return, but it’s worth being involved in.”



A lot of the time, the tenders are not VAT-paid, which is a challenge for those trying to complete second-hand sales. Superyacht Tenders and Toys operates under the Customs Warehousing scheme, which allows traders to store goods with duty or import VAT payments suspended. Once the goods leave the warehouse, duty must be paid unless they’re re-exported or move to another customs procedure. A log must be kept of all activity – for example, HM Revenue and Customs must be aware every time there is a sea trial and the like.

The tender market in the UK has recently been bolstered by the sterling–euro exchange rate, which has seen more full-custom European shipyards commissioning UK-manufactured tenders. However, if Richardson’s comments are anything to go by, it’s worth keeping in mind that, like superyachts, the re-sale of highly bespoke products is much harder in practice than in theory and it’s likely that owners will have to accept a significant loss on their initial outlay. **FS**

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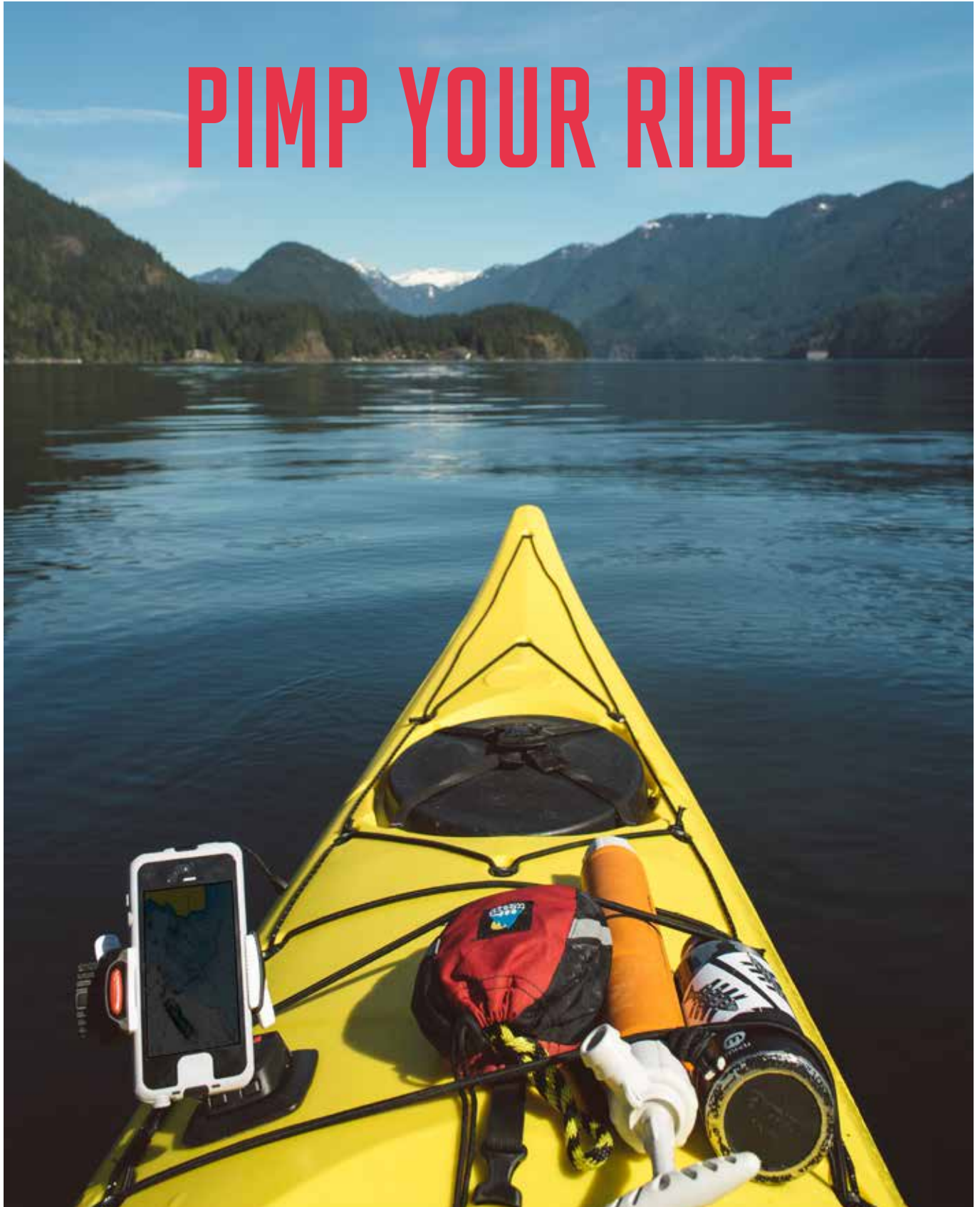
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PIMP YOUR RIDE



Opposite: Scanstrut's flexible ROKK Mini modular mounting system means phones, tablets, cameras and more can be added to all manner of tenders and toys.

Modern superyacht tenders and toys – even those from production builders – can offer a bewildering array of customisation, from colour schemes and upholstery to the latest in gadgets and electronics. So what does it mean to pimp your (tender) ride these days?

BY TIM THOMAS

In the early days of superyachting, tenders were often chosen from whatever was available off the shelf – a selection of somewhat utilitarian RIBs, small-production dayboats or perhaps a ski boat if you had the space. And space was often the driver – carried on the sundeck or other available deck space and with the yachts themselves having a more modest overall length, tenders were considered more for their practicality of porting and launching rather than for any bells and whistles they may have had.

However, gradually, that began to change. Yachts grew bigger and the owners grew more demanding. Dedicated superyacht tender builders started to emerge at all points in the market, from Williams (born from wooden runabouts) and Castoldi to bespoke builders such as Vikal and Cockwells, to name but a few. Tenders themselves were moved indoors to aft or forward garages and owners began to explore the possibility of truly unique designs – often borrowing design cues from the mothership – that would give guests a taste of what they were about to experience even before the yacht had come into view.

Now another pattern has also started to emerge: from off-the-shelf numbers to the ultimate in custom builds, tenders across the board are beginning to sport features and gadgets that any tech-head would die for, whether it's the latest in ultra high-end AV, or thermal imaging and forward-looking sonar that can help guide the mothership into unexplored or uncharted bays and anchorages. And it's not just limited to tenders – everything from the humble jet ski to the personal submarine can be customised and 'pimped' in any number of ways.

The most obvious development has been in small consumer-grade electronics, developed primarily for the leisure-boat market but also finding uses on all sizes of tender. They include chart plotters, sounders, fishfinders and multifunctional units, but even these are getting more advanced. Raymarine, for example, recently launched its Axiom MFD multifunction displays that incorporate every function you might need with an intuitive and attractive interface on various-sized screens. What's more, parent company FLIR's range of thermal cameras has been fully

integrated into the system, with added functionality also being developed such as automatic target acquisition and highlighting, making the set-up invaluable not only for guests to play with, but also for crew to navigate safely, night and day.

"We were really excited to unveil our M100/200 series cameras to the market earlier in 2017, which offer more thermal capability for less," says Jim Hands, director of maritime and Raymarine marketing at FLIR Systems. "In fact, they are the smallest maritime thermal cameras to date and are easy to install, needing nothing more than a power cable and an Ethernet cable to get you up and running. We've also enhanced the thermal awareness with our ClearCruise analytics, which will identify non-water objects such as crab pots, mooring buoys or other boats and will highlight them with yellow brackets – perfect both for night-time or daytime, particularly when there is a lot of sun glare. The cameras also offer IP video, which enables nice, easy connection to, for example, the Axiom MFD without coax cables."



“We’ve currently got designs that haven’t been delivered yet, for a camouflage paint effect and one that looks like Nemo from the *Finding Nemo* film! We have even delivered a gold-coloured submersible to a client.”

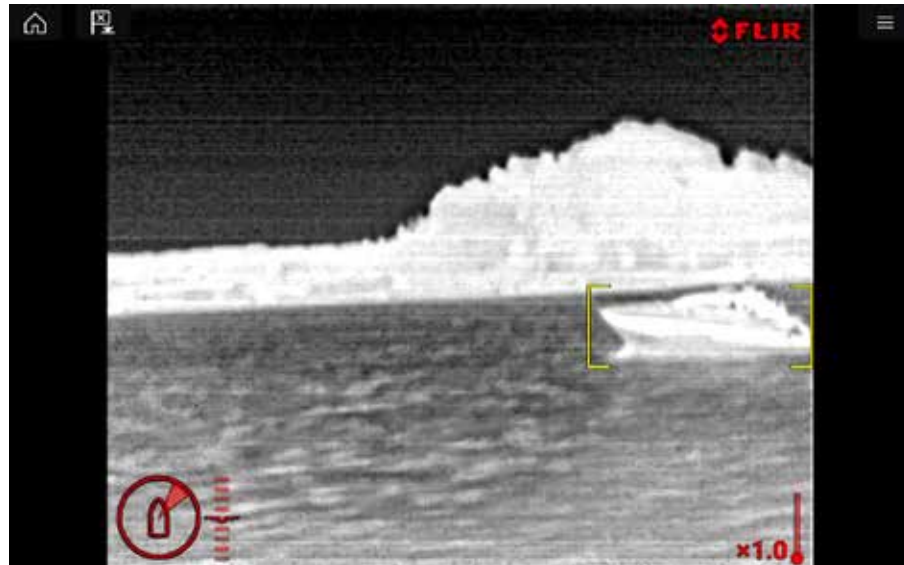
Functionality on a fully pimped tender can extend beyond the tender itself. While Sonardyne’s main 3D forward-looking sonar might be a little large (and expensive) for a typical tender to carry, the company’s Solstice side-scan technology, often used in remotely operated vehicles (ROV) and autonomous underwater vehicles (AUV), is a perfect complement to the mothership’s systems. “This sort of technology can be used on superyachts to send out either on an AUV or the hull of a tender,” says David Brown, head of marketing at Sonardyne. “You could then go out and almost map what’s in front of the yacht while the yacht’s still steaming in.” Beaming back information via WiFi to the parent yacht means the bridge can monitor in real time exactly what’s coming up, which certainly beats a crew hanging over the bow with a pair of polarised sunglasses trying to assess depths, coral or rock pinnacles and shelves.

In many ways, the same is true for many of the modern fishfinder and forward-scanning sonar systems commonly available for smaller leisure craft. “Having a FarSounder system in a tender is possible now,” says Cheryl Zimmerman, CEO of FarSounder. “Most often our units are found on the mothership, but we can put them on a tender and then send the information back to the yacht – that’s doable now. In fact, there’s no limit to the creativity of using and adapting this technology to different types of vessels and different applications.”

However, not all gadgets have to be marine-market, practical electronics, and companies such as Scanstrut are developing specialist modular brackets, holders and USB chargers that allow for the quick addition of everything from tablets to cameras. What’s more, being removable means that media can easily be captured and downloaded as well as allowing for the porting of removable equipment easily between



Opposite: Triton's range of submersibles (below left) offer customised paint schemes as well as comprehensive equipment options both inside and out. Right: integrated thermal imaging such as Raymarine's Axiom MFD with FLIR camera (right) is now a compact and cost-effective solution for tenders.



various tenders and toys on board. “Our ROKK Mini system is a modular system comprising three elements,” explains Grant Fox, Scanstrut’s marketing manager. These elements include various bases that can be screwed, stuck, suckered or clamped to a variety of surfaces and fixing points, and various plates that have been designed to take everything from smartphones and tablets to action cameras and even smaller-boat electronics such as fishfinders or multifunction displays.”

Fox continues, “We are always looking for ideas from device manufacturers for new plates and we’re always listening to the market to find out what the next step might be. Our new ROKK Charge+ dual USB port is an update to the one we launched last year, offering three times the charging speed and IPX6 waterproofing, and we are also working on a portable battery/power solution which could prove perfect for smaller boats, tenders, toys, sailing dinghies and land expeditions where there is no fixed battery available to draw power from. The principle is that you can have your bases fixed wherever on your yacht, tender or toy and you can transfer your technology from one to the other – the same principle will apply to the battery pack as well. It’s about being able to use technology in

whatever format you want, wherever you want.”

While adding gadgets and gizmos is all very well, more personal statements are being made in other areas – colour and paint schemes in particular. And it’s not just the main or limo tenders that are beginning to sport custom paint jobs; everything from jet skis to motorbikes are taking on the colours and themes of the parent yacht. It is even extending to the underwater toys.

“Because submersibles are still a niche market, I don’t think any of us can afford not to offer highly customised submersibles to our clients,” says Louise Harrison, director of sales and marketing, Europe, at Triton Submarines. “We get requests right across the board, and they typically fall into two categories – look and feel, and usage. We often get asked if we can customise the colour, and we’ve currently got designs that haven’t been delivered yet, for a camouflage paint effect and one that looks like Nemo from the *Finding Nemo* film! We have even delivered a gold-coloured submersible to a client.”

The other aspect for customising a submarine comes from its intended use, and while weight and payload are obviously far more critical factors when it comes to underwater toys, Triton has designed its submersibles with

considerable headroom in the payload to allow for plenty of customisation and extras. “This isn’t like a car where you just have an upgraded stereo and fancier seats – although we can do that too. But what we find is that because we have various equipment skids, customisation is taken to the point where you can repurpose the sub without actually changing the sub itself,” adds Harrison. “So you can turn our subs into a film studio or a science and research lab or an archaeological exploration vehicle. In fact, while you’d think that most people would be going for changes in the look and feel, actually most clients are going for the highly customised equipment choices – it tends to be more about what they can actually do with the sub rather than just how it looks.”

That, perhaps, sums up the essence of modern tender and toy customisation. It’s all very agreeable to have a matching paint scheme or design features from the mothership that are carried throughout the toy garage from the tenders to the helicopter, but the addition of clever electronics, AV, forward-looking sounders, thermal cameras, gear mounts and general spec upgrading is all about what you can do with your toys rather than what they look like. It’s a blending of the utilitarian with the aesthetic, something early superyacht owners could only dream of. **II**



A data snapshot
of the tender and
toys market

MARKET ANALYSIS

BY WILLIAM MATHIESON

The purpose of this research project is to provide an overview of the size and profile of the tender market and, to a lesser extent, the market for superyacht toys.

Almost every superyacht carries a tender of some sort, and they come in many forms, from luxury limos to high-performance RIBs and everything in between. They are a necessity, yet there is little dialogue about the market as a whole. There is barely any empirical information on typical spend, maintenance programmes, market share, stowage dimensions or lifecycles. In reality, the market is vast and diverse and there are secondary and tertiary markets that benefit from the construction, maintenance and sale of tenders.

The market is so broad, and so diverse in character, that we couldn't hope to present a comprehensive market overview in just one research project. What we have been able to achieve, however, is a unique snapshot of the market based on engagement with a broad section of primary sources that reflect the current fleet demographic.

This process has resulted in a sample of never-before-seen empirical data that we have been able to model into a veracious piece of market analysis. This analysis outlines how much is being spent on the purchase of a tender, the type of tender being purchased for various sizes and types of mothership, frequency and cost of maintenance, and the lifecycle of the tenders themselves. It is a powerful piece of work and a fascinating insight, I'm sure you'll agree.

The subject of toys is even more nebulous. On a fundamental level, what constitutes a superyacht toy is fairly subjective in itself. However, within the aforementioned research process, our analysts have endeavoured to gather data on the different types of toys carried on board. The results indicate where the money is being spent and which toys are most popular and how this varies. We hope you find the following 12 pages useful.

MARKET PROFILE

With 4,681 active superyachts known to have a tender of some kind on board, this is clearly a lucrative market. In fact, when analysed in the context of the superyacht fleet's relatively modest size, tenders and toys represent a vast sector of the market.

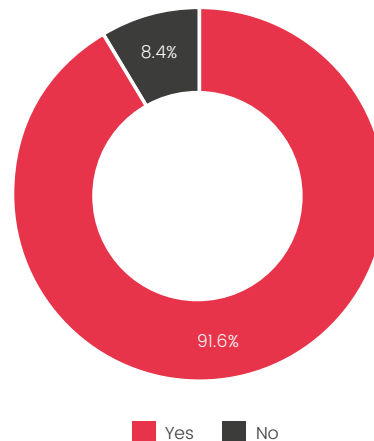
Indeed, based on the average number of tenders aboard the modern fleet (delivered between 1996 and the end of 2016), there were potentially 7,635 tenders for these vessels.

The composition of this market is diverse and somewhat evenly spread between different vessel categories. The largest sector of the tender market is that of the owner's tender, which often takes the form of a limousine or classic open-top cruiser. This style, which lends itself to custom construction, comprises 2,810 vessels, ahead of the next most popular type of vessel, the performance RIB (2,046).

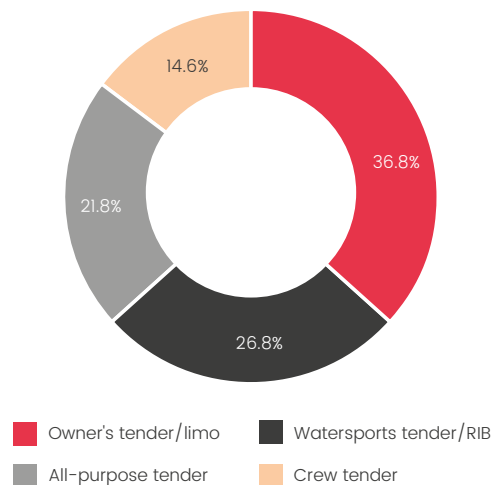
As one would expect, the number of tenders on board vessels grows exponentially with the LOA of the mothership – up to a point. Between 80m and 100m, the average number of tenders on board drops to 2.7, 0.9 lower than the average for the 60-80m category.

While this may appear to be anomalous, there is some correlation between the relative dearth of quality commercial vessels in this size category and the fact that 26.5 per cent of tender usage is attributed to 'guest use', something closely associated with active charter vessels. This subtle link between the popularity of luxury guest tenders, guest usage and lower demand among larger yachts is consistent with the profile of today's charter fleet.

Percentage of yachts with operational tenders on board

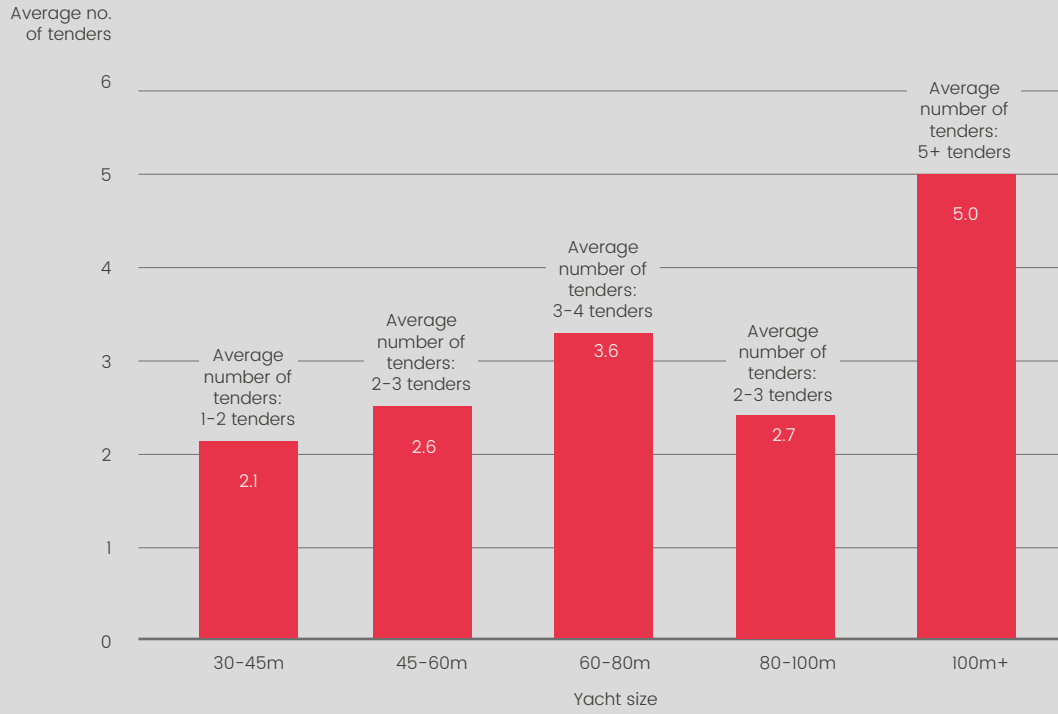


Operational tender type

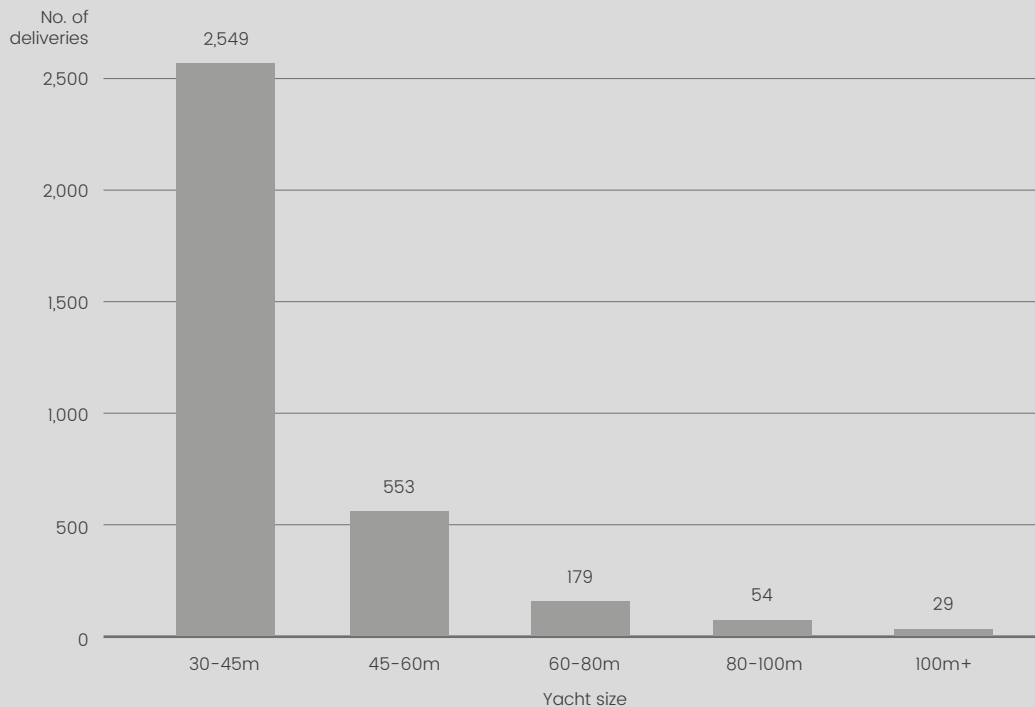




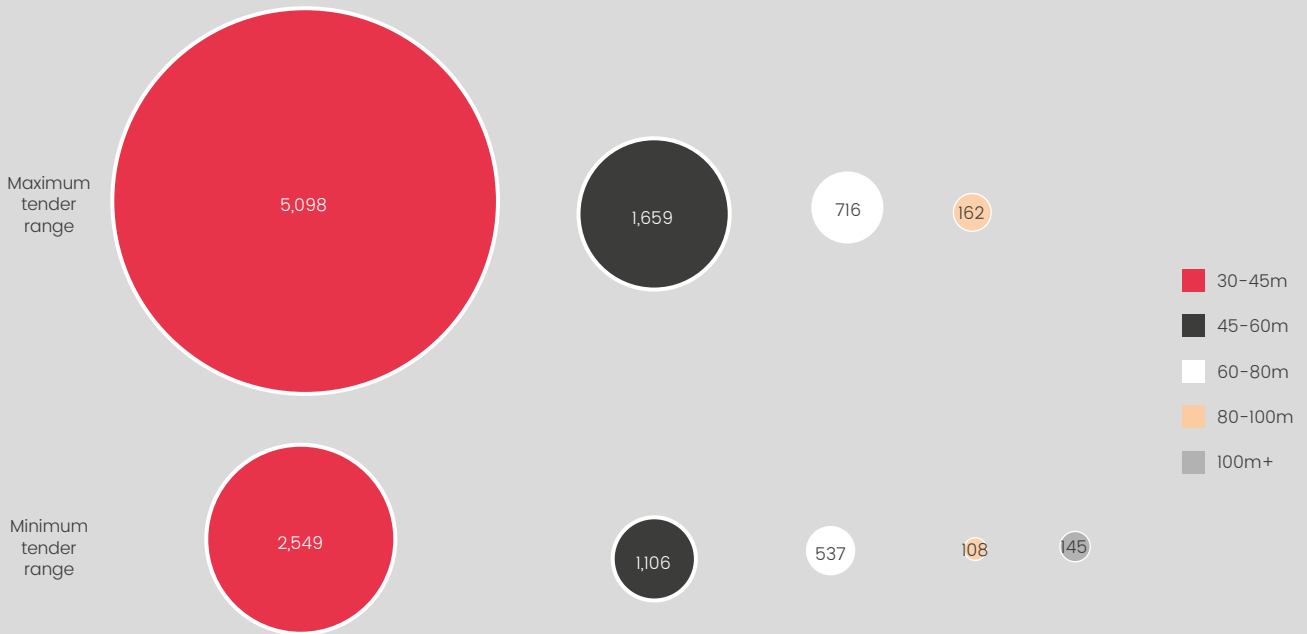
Number of operational tenders on board



Superyacht deliveries (1996-2016)



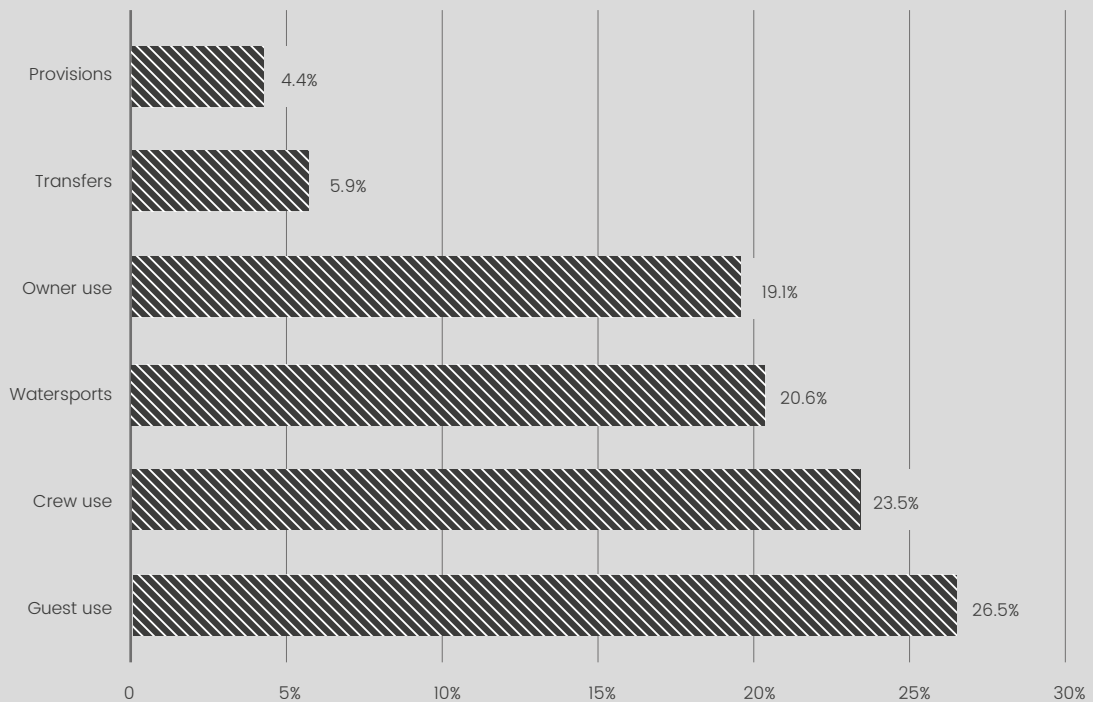
Size of tender market



Estimated number of operational tenders that have been produced based on delivered fleet (1996-2016).
No maximum figure for 100m+ capacity.

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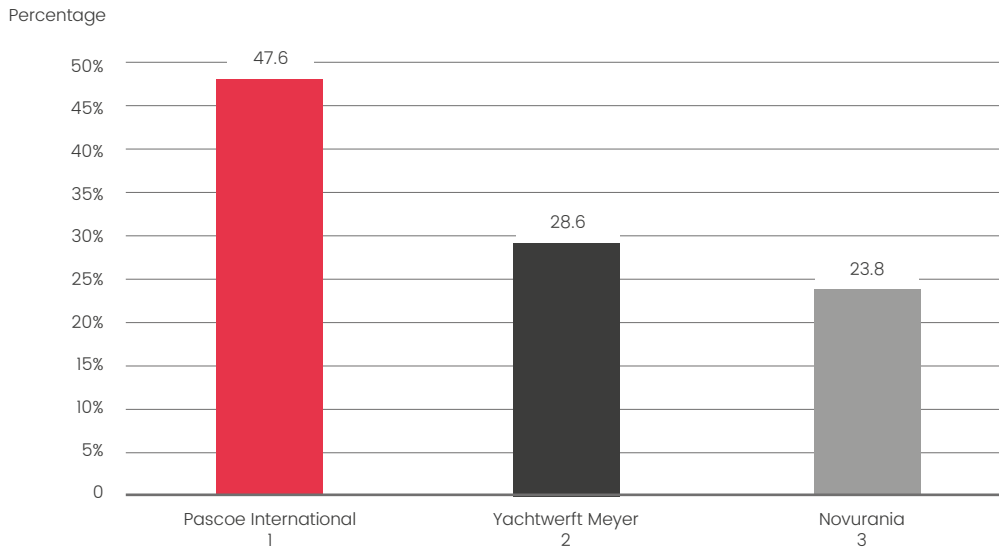
Tender use





COMPETITOR ANALYSIS

Top three operational tender manufacturers according to industry opinion



Therefore, it is fair to say the tender market is a large one. But it is also heavily populated and, thus, very competitive. An extensive research project undertaken by The Superyacht Intelligence Agency especially for this report gauged the opinion of key decision-makers in the tender procurement process on the identity of their builder of choice. UK-based Pascoe International was the industry's 'favourite' builder, with close to half of respondents identifying the company as their preference.

However, Pascoe, which focuses largely on semi-custom construction,

is ranked third globally on the number of tenders delivered. The most prolific manufacturer is US-based, high-spec RIB builder Novurania, whose market share of almost one-fifth among the world's top 10 is coupled with a very strong approval rating among our survey respondents; 23.8 per cent said Novurania was their preferred choice. It is worth mentioning that despite the largest share of the market being identified as the 'owner's tender', only two of the top 10 manufacturers are known for their custom limo tenders. However, this is reflective of the

disproportionate share of the superyacht fleet that is restricted by space limitations for tender carriage.

Interestingly, there is no one overriding factor that influences purchasers of tenders. The fact that clients identified five considerations as being of broadly equal importance suggests those builders who have achieved the best 'all-round' package are perceived most positively within the market. Indeed, the swing from one end of the spectrum (value for money) and the other (craftsmanship) is a mere 2.8 percentage points.



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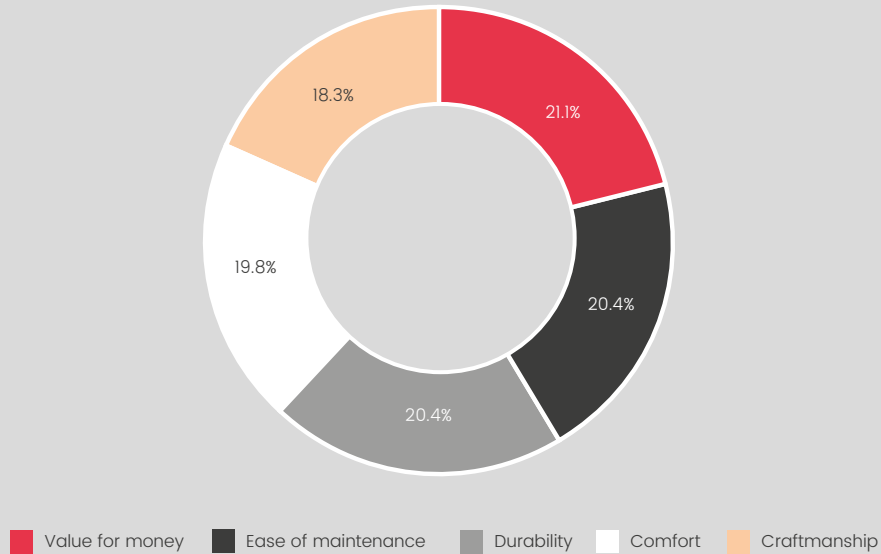
Yes No

**If you ticked Yes, then please visit
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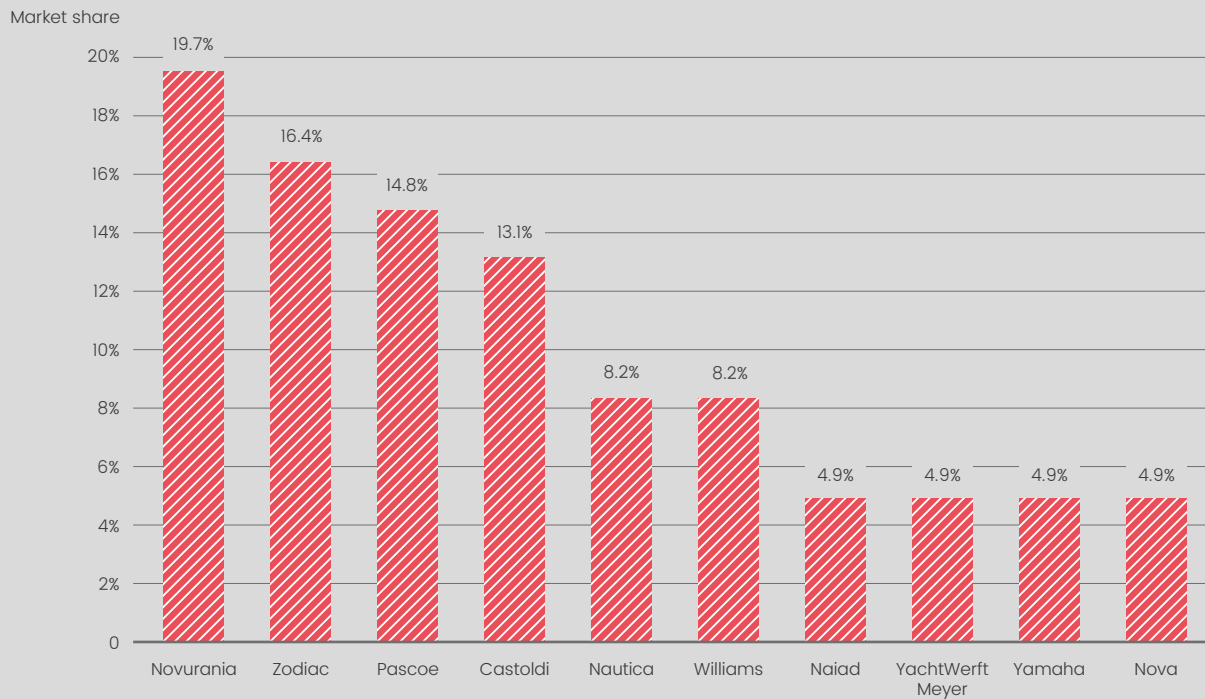


What clients want from a tender



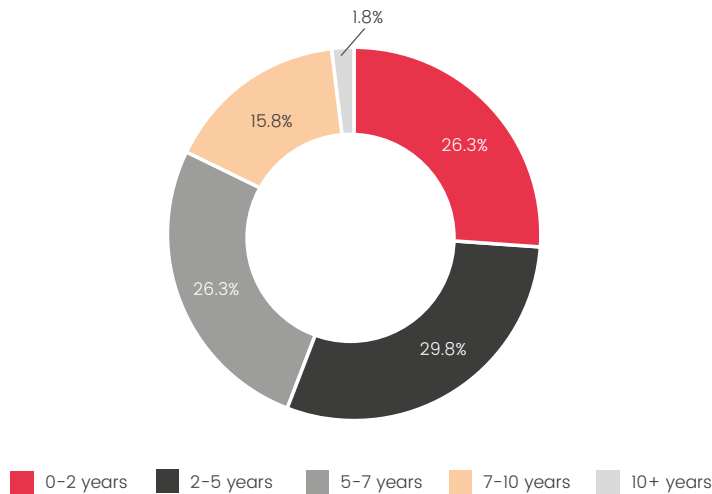
Top 10 operational tender builders

(by number of tenders delivered)

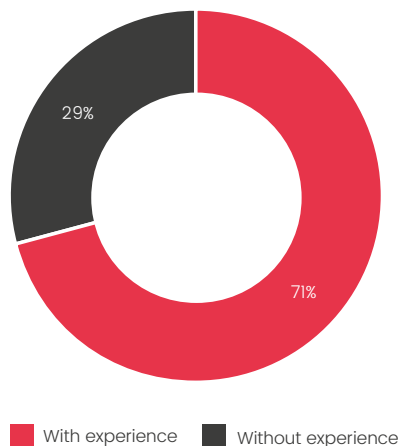


LIFECYCLE MANAGEMENT

Frequency of replacing operational tenders on board



Proportion of survey respondents with tender refit experience



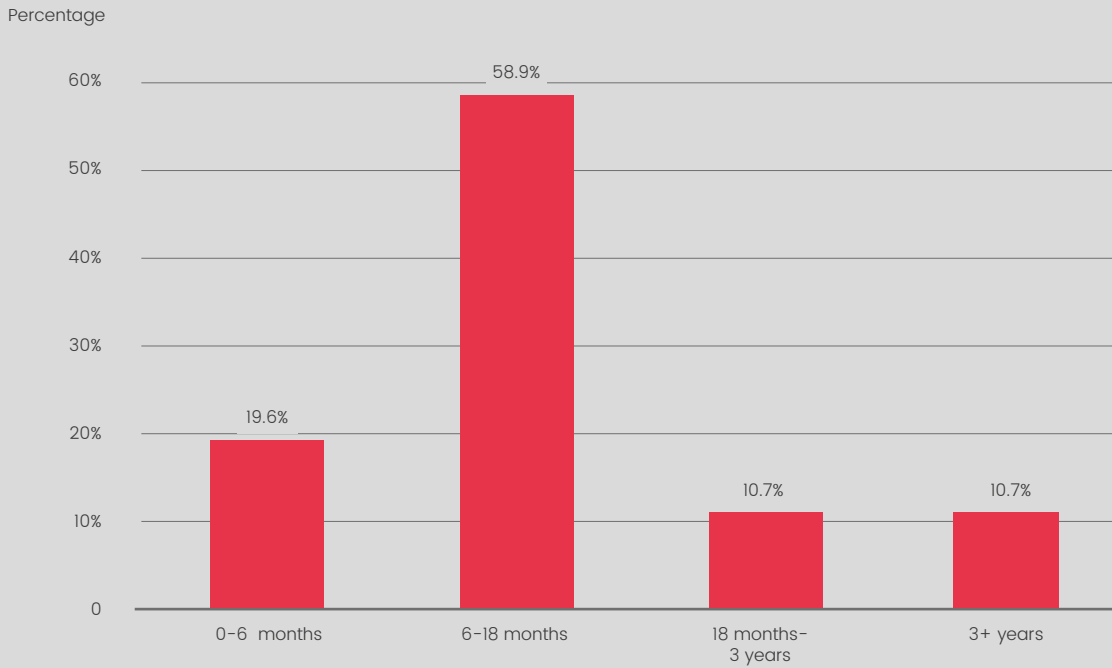
As Felix Sowerbutts reports on pages 12-16, the resale value of a tender is somewhat limited. This lack of a second-hand-market implies that the size of the tender market is far larger than the aforementioned figures suggest.

This figure is further underlined when one considers the data in this section indicates that just over one quarter of all tenders are replaced within two years. So based on the fleet numbers for 1996-2016, this would equate to an average of 2,008 tenders of some variety hitting the water every two years, or an annual market appreciation of 1,004 new vessels.

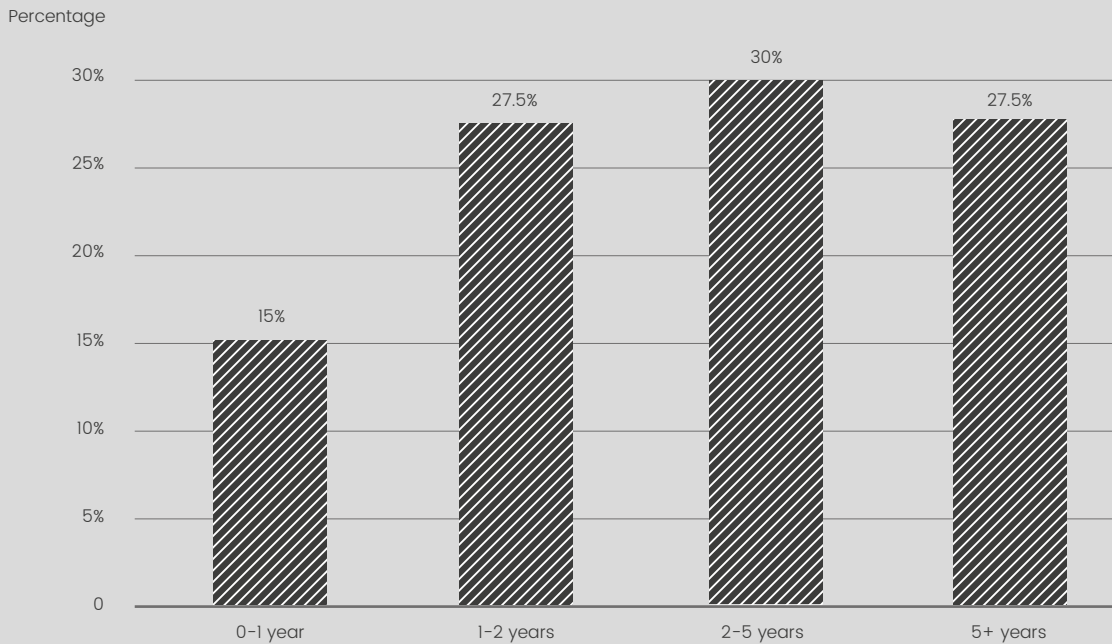
Servicing is key for the 73.3 per cent of the fleet that retains its tenders for two years or more before replacing them, and this is where both durability and ease of maintenance (both garnering 20.4 per cent of responses as the most influential factor in the purchase of a tender) come into play. Nearly two-thirds of decision-makers would expect their tender to require external maintenance work beyond the capabilities of the crew within 18 months, and this is broadly in line with the fact many opt to simply replace them. For the niche segment of the market operating custom tenders, full refits are carried out to keep these expensive vessels afloat. Like their motherships, substantial works will invariably take place every five years, which correlates to the life expectancy for coatings and on-board systems.



Frequency of external servicing



Frequency of operational tender refit



MARKET VALUE

A massive 72.8 per cent of tenders cost up to €500,000. Based on an extrapolated annual tender output figure of 1,004, this would put the annual value of this lower sector of the tender market alone at €365,460,000 globally. Interestingly, just 3.6 per cent of owners spend more than €1million on an individual tender.

This means that between 1996 and 2016, the upper echelon of the market (vessels between €1million and €5million) consisted of just 275 delivered. This further backs up the hypothesis that custom tender construction is an

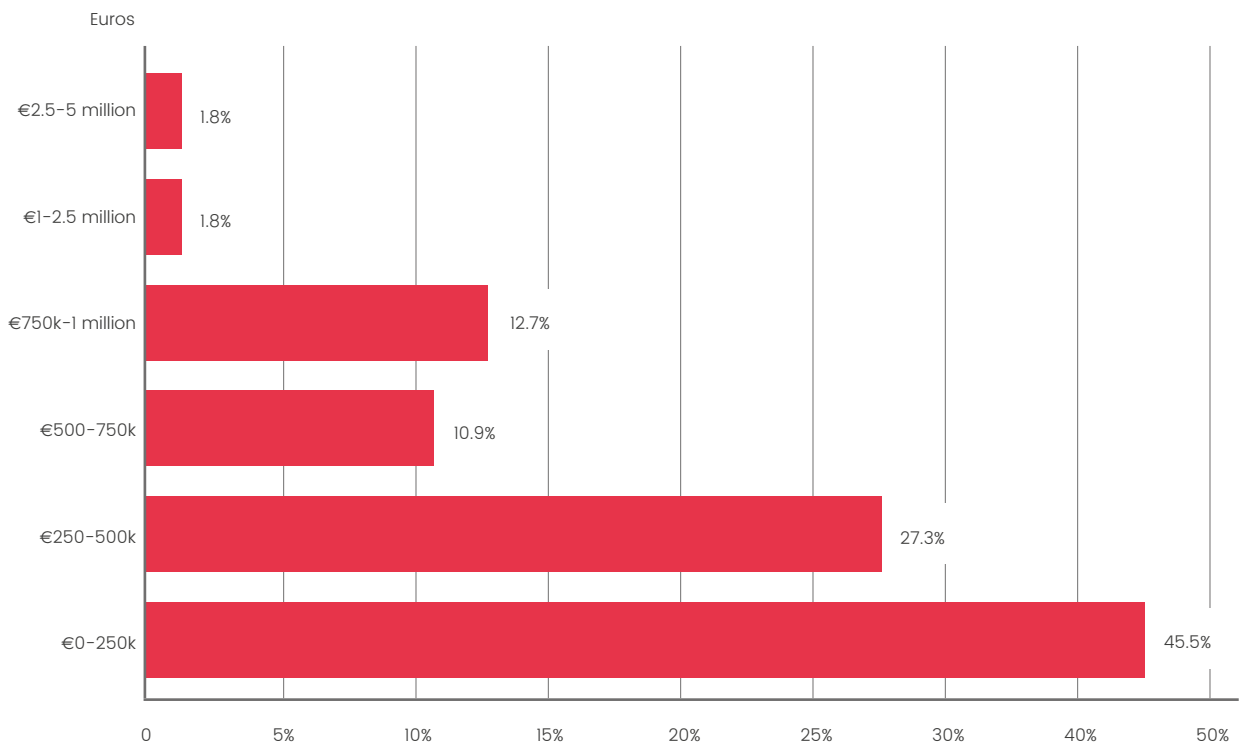
artisanal discipline undertaken by a few, while the lower end of the market remains the most populated.

If one assumes that full refits of tenders are reserved for this niche custom sector, it is perhaps surprising to find that 89.1 per cent of refit spending amounts to no more than €50,000. Bearing in mind that the value of these vessels stretches up to €5million, the amount invested in refit hovers at around one to five per cent of the initial outgoing, which itself infers a lack of appetite or the necessity for full-scale refits of tenders.

What is necessary is essential servicing and maintenance work. Here, more than half of all spending is capped at €10,000 per service. However, based on the aforementioned fleet figure of 7,635 tenders on the water at any one time, this would still equate to a total of €40.2 million.

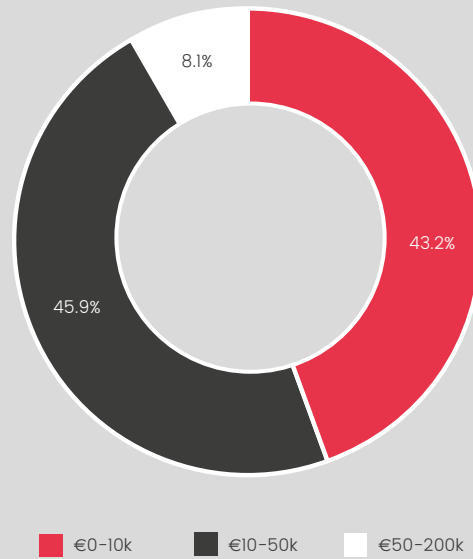
Scrutinising this entry-level sector in isolation, if one considers that 78.5 per cent of servicing is done within an 18-month cycle, this would equate to €31.6 million spent on servicing of low-spec tenders every one and a half years.

Typical spend on a new operational tender

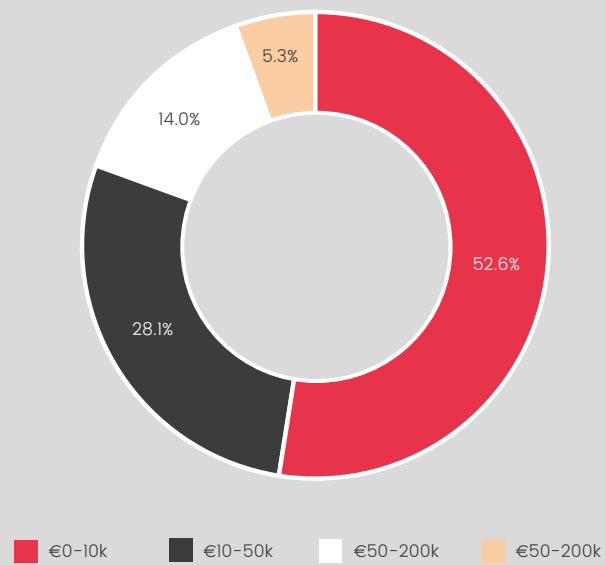




Typical spend on operational tender refit



Typical spend on tender external servicing





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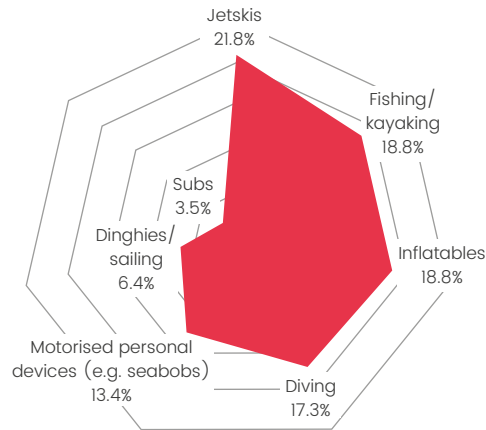
THE TOYS MARKET

Based on the size of the superyacht fleet on the water, which was 5,010 at the time of writing, we can deduce the projected maximum annual value of the toys market, which is an upper threshold of €534,915,000.

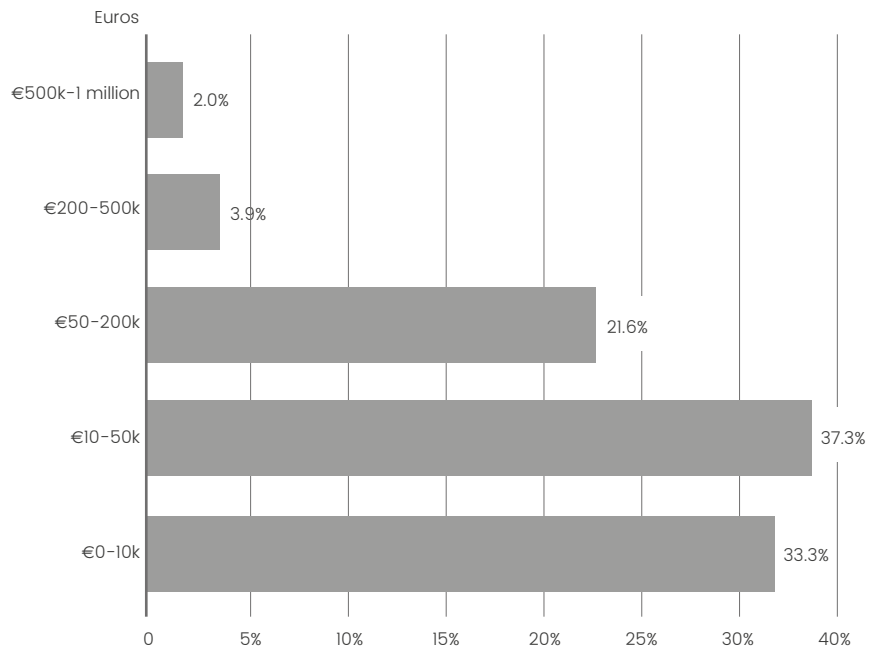
Unsurprisingly, considering the extraordinary breadth and diversity of this market, not to mention the vagaries of what constitutes a 'toy', exactly one third of spending is at the lowest end of the spectrum, while 70.6 per cent of annual budgets for toys are capped at €50,000.

In line with these figures, the most expensive 'toys' (in the loosest sense of the term) are subs and, correspondingly, these are in the smallest category of toy among the fleet. The remaining distribution largely corresponds inversely to the cost of the toy. Jet skis are the most popular toys, which is not surprising considering they are synonymous with yachting. Fishing, kayaks and inflatables enjoy similar levels of popularity, which is no doubt linked to their ease of operation and safety. The popularity of the remaining toys, such as diving equipment, motorised personal devices, dinghies and sailing boats, is correspondingly lower precisely because they require specific skills to operate and, for children at least, there are a number of safety considerations. **WM**

Types of toy on board



Typical annual spend on toys



**New Build Insight, Economic
Impact Studies, Customer
Behaviour Research,
Refit Growth Forecasts,
Supply Chain Strategy,
Operational Budget Insight,
Cruising Patterns & Migration,
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A listing of the industry's tender and toy manufacturers and suppliers

THE DIRECTORY

As with our *New Build* and *Refit* annual reports, we have opted to include an extensive directory that comprises the world's leading manufacturers and suppliers of superyacht tenders and toys. These pages allow each company to outline its particular area of expertise, as well as profiling its finest wares.

The tender market is so diverse, and so heavily populated with manufacturers from all corners of the world, that the marketplace must appear positively labyrinthine to those tasked with making the purchase or commission. That's why this directory clearly outlines the key specifications of different models that can then be compared and contrasted with equivalent vessels based on the operational profile of the reader's yacht.

Information such as vessel dimensions, speed, passenger capacity, crew capacity and fuel economy is absolutely key to ensuring a captain, manager, senior crewmember or the owner makes the right purchasing decision and knows that the price point is a fair reflection of what they can expect from their tender.

We have also included companies that manufacture superyacht toys and are also suppliers of toys and niche pieces of equipment one never knew existed. It is this latter point that is of primary importance here. Yachting, now more than ever, is about the experience itself. Gone are the days of conspicuous consumption being the primary motivator for buying a yacht; people partake in yachting because they want to enjoy the water.

And there are some seriously cool toys on the market that have the capability to transform a charter or family trip into the experience of a lifetime. For example, a toy released a few years ago, known simply as 'The Blob', still resonates in my memory as something any charter yacht worth its salt should be carrying. If you don't know it, look it up; simple, but incredible.

Within the following pages are numerous examples of the toys of today and tomorrow that will continue to keep clients on the water and ensure yachting remains the most exciting experience money can buy.



CARBON CRAFT

No tubes, no compromise!

Carbon Craft Tenders provide the functionality of a tender with the presentation of a luxury sport boat. These tenders enjoy the enviable distinction of lightweight carbon fibre construction, yacht inspired amenities, and a tubeless design that offers nearly twice the usable interior space over inflatable designs of the same size. Additionally, optional diesel engines enable the tender to shift into neutral while maneuvering at low speeds – a feature usually limited to larger jet boats. The current lineup includes four models that range in length from 3.5m to 5.6m (11'6" to 18'6"), and with a starting weight of less than 385kg (850lb).

Designed with full walkaround cockpits, sofa-style seating, and developed with the discerning yacht owner in mind, standard models are available for immediate delivery. Also available is a semi-custom special order, enabling the tender to perfectly match the mothership yacht. An extensive list of available options – from hull and upholstery colours to an optional hardtop that retracts into the deck for stowage on a yacht, these elegant and functional tenders will ensure you and your guests arrival in style.

Models on display at 2017 Cannes, Monaco and Fort Lauderdale boat shows.



CARBON CRAFT

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A tubeless design offering nearly twice the usable interior space over inflatables of the same size.

CC180



LOA:	5.63m
Beam:	2.06m
Height:	1.14m
Weight:	1,270kg
Max speed:	43 knots
Passenger capacity:	9
Crew capacity:	1
Fuel capacity:	90 litres
Engine:	295hp FNM turbo diesel
Propulsion:	Jet drive

The CC180 continues to uncover the true essence of a tender. A versatile everyday luxury tender that offers an abundance of features and optimal space for your guests and all of their belongings. Optional sun protection is available through either sunshades or hardtops. With the optional 295hp turbo diesel, we put an incredible amount of power in your hands so you can take on the open ocean.

CC160



LOA:	5.11m
Beam:	1.85m
Height:	1.12m
Weight:	635-840kg
Max speed:	33 knots
Passenger capacity:	8
Crew capacity:	1
Fuel capacity:	90 litres
Engine:	135hp FNM turbo diesel
Propulsion:	Jet drive

Designed and produced with the utmost attention to detail, the Carbon Craft 160 offers flexibility, functionality and high quality luxury appointments. Powered by an optional diesel engine and paired with a transmission that provides a 'true' neutral for docking, the CC160 is incredibly easy to handle. With industry leading seating and storage, it is the perfect fit for a five-stateroom yacht.

CC130



LOA:	4.11m
Beam:	1.83m
Height:	1.06m
Weight:	480kg
Max speed:	39 knots
Passenger capacity:	6
Crew capacity:	1
Fuel capacity:	49 litres
Engine:	155hp Textron
Propulsion:	Jet drive

With the available 155 horsepower turbo-charged engine, the Carbon Craft 130 is incredibly powerful and agile. It easily tows a variety of water toys and offers responsive performance to wakeboarders and skiers alike. With nearly twice the interior volume and exponentially more storage than competitors, it's easy for others to get tender envy.

Also available, the CC110 where size is of paramount importance, we offer a tender of incredible performance, functionality and luxury in an ultra-small package.



COMPASS TENDERS

Custom tenders for the world's most iconic superyachts

Since their formation in 2004, Compass Tenders have constructed and delivered over 30 bespoke, custom-built tenders, for a wide spectrum of uses.

Compass Tenders' expertise and technical resource enables them to offer unparalleled design, build quality and finish, together with exceptional customer service.

Compass Tenders welcome the opportunity to collaborate with stylists and designers whom clients may already use for their superyacht or other marine projects.



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“The limousine is a work of art. Compass Tenders worked very closely with the designers and myself to realise the perfect tender. Technically the tender is flawless, reliable and comfortable, inside and out.” – Captain



Landing craft



LOA:	10.5m
Beam:	3.4m
Height:	2.75m
Weight:	5,800kg
Max speed:	34 knots
Passenger capacity:	10
Crew capacity:	2
Fuel capacity:	500 litres
Engine:	2 x Volvo D4 300hp @ 3,800rpm
Propulsion:	2 x Hamilton HJ274 Waterjet

A true multi-purpose tender, this 10.5m landing craft is the ultimate vessel for transporting goods. Its lightweight, folding and removable Femstrutture crane, with three fast lock deck sockets, allows easy loading from any location. Whether on a supplies run, collecting jet skis, performing dive operations or ferrying guests ashore, this tender excels. You can even wakeboard from this tender! The large forward deck can carry quad bikes, beach BBQ equipment, paddle boards and kayaks or be used for additional seating. A 60-litre fridge, hot and cold shower and large bimini, all ensure comfort levels are kept high.

DRIB



LOA:	9.2m
Beam:	3.25m
Height:	2m
Weight:	3,250kg
Max speed:	36 knots
Passenger capacity:	10
Crew capacity:	2
Fuel capacity:	350 litres
Engine:	Volvo D6 435hp @3,500rpm
Propulsion:	Hamilton HJ292 Waterjet

This no-nonsense 9m open jet-driven D-RIB can be stowed aboard the mothership. Driven by a centrally positioned Volvo D6 435hp engine with jet drive, she can carry up to 12 people. For beach trips, there is a hydraulic bow door that gives hassle-free access and graceful arrival to sandy destinations. This multifunctional tender has great qualities, including an ingenious on-board stowage solution for the generous sunshade bimini, interchangeable hand rails for both boarding and swimming from the aft platform and an exceptional AV system.

Limousine



LOA:	11.2m
Beam:	3.53m
Height:	3.15m
Weight:	6,450kg
Max speed:	40 knots
Passenger capacity:	10
Crew capacity:	2
Fuel capacity:	2 x 200 litres
Engine:	2 x Volvo D4 300hp @ 3,500ppm
Propulsion:	2 x Volvo DPH sterndrive

Working with H2 Yacht Design, who styled this tender's 123m Lürssen mothership, Compass Tenders and Allseas Design were able to capture specific styling requirements in the production of this unique limousine tender. With standing headroom in the saloon in excess of two metres, the elegant and modern interior features iPad-controlled RGB lighting and soft marine leathers, offering guests a tranquil environment in which to enjoy the light, airy ambience and views from the panoramic privacy glassed windows at speeds of up to 38 knots.



EXTENDER SRL

Folding tenders: space on board, comfort at sea

Giancarlo Storti, chairman and technical director of an important Italian machinery manufacturer in the woodworking sector well known on the international scene for more than 50 years, has always had a special love for the sea. His genius and long experience led him to invent, design and market the new collapsible rigid-keel tender, Extender, and found the company of that name, Extender S.r.l., together with his wife in 2013. Although the company is 'young' it can, however, count on the skill of expert designers, qualified technical personnel and a multi-language sales staff.

The aim of the company is to create unique products, totally made to measure and customisable in colours, finishing and even lengths to enable

ship owners to equip their ships with a comfortable tender, suited to the dimensions and number of the guests, without occupying too much space on shipboard.

At the same time, Extender also facilitates the work of the personnel on board as, in just a few minutes, they can perform the opening or closing procedures without difficulty.

The company has its main office not far from Milan, on the banks of the Po River, a short distance from Lake Garda.



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FREESTYLE SLIDES, INC.

The ultimate toy for yachts

FreeStyle Slides has dominated the yachting industry's inflatable toy market since it created the world's first sealed-air inflatable waterslide – the FreeStyle Cruiser – for the M/Y *Lazy Z* in 2009. Since then, the company has introduced eight different Cruiser models. Most slides feature straight, curved or S-shaped descents, but FreeStyle Slides can create virtually any type of configuration that one can conceive of. As the only truly bespoke supplier of inflatable yacht slides and docking systems in the world, FreeStyle Slides offers endless possibilities for charter yachts and visionary clients who want one-of-a-kind slides and toys.

The FreeStyle Cruiser™ yacht slide, the world's first sealed-air inflatable water slide specifically for yachts.

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HACKER BOAT COMPANY

The luxury begins long before you reach the yacht

Hacker Boat Company is the largest American manufacturer of classic mahogany motorboats. Each Hacker-Craft is hand-built by master boat building craftsmen since 1908. The Hacker-Craft legacy lives on today through a blend of modern technology and traditional designs.

Hacker-Craft tenders have graced some of the world's most famous yachts. With beautiful lines and luxuries, our tenders can handle harsh coastal conditions, for a comfortable ride through rough waters. And by only drawing 24", cruising is made possible in shallow waters.

Every tender is built by hand by the most skilled craftsmen. By foregoing a conventional mould-produced hull, Hacker-Craft can provide one of a kind designs and vessels to meet the style of the most discerning owner.

With a deep V hull up forward, transitioning to a shallower aft for minimal draft requirements, the result: resilience and high manoeuvrability, for safety in the most challenging conditions. There is ample freeboard, to better handle swells and avoid guests getting wet on the ride to the yacht.

Propulsion alternatives include gasoline, diesel or hybrid power, in either a single or twin arrangement.

Hacker-Craft. Serving megayachts since 1908.



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HODGDON CUSTOM TENDERS

Tenders from 6.5 to 12 metres, built in the USA

As an established superyacht builder, Hodgdon's Custom Tenders division is uniquely positioned to bring the highest standards to the tender world. Using the finest materials and most innovative methods, tradition and technology are expertly blended. The outcome is an extraordinary vessel of unrivalled performance, construction and visual aesthetic. The strength of Hodgdon's dedicated shipyard and in-house

design and engineering team allows for projects that range from fully custom and completely unique to the time-tested Venetian series. Hodgdon Custom Tenders offers limousine and open tenders from 6.5 to 12 metres. Based in Maine in the USA, with offices in Monaco and Newport and a dedicated after-sales team, Hodgdon is prepared to provide worldwide service and support.



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Hodgdon expertly blends technology and tradition, resulting in an extraordinary vessel of unrivalled performance, construction and visual aesthetic.





IGUANA YACHTS

A truly amphibious all-terrain boat

Antoine Brugidou fell on the principle: take the best that exists and improve it, and if it doesn't exist, design it.

He set out to create a tough and intrepid boat with the capability to move seamlessly on to land, allowing freedom to access any terrain along the coastline without compromising its water performance.

It had to be beautiful, efficient and, crucially, simplify the experience of moving between the sea and the land. Challenging the boundaries of design and engineering, the first amphibious Iguana boat was launched in 2011.

Its striking design and superb performance, reaching 58mph on the water and 7kmh on land, have caused a paradigm shift in yachting. At 9.2 metres, the spacious Iguana can accommodate up to 12 people and comes in three trim levels tailored specifically to an owner's interests.

Now with clients around the world – from superyacht owners, to waterside commuters and adventure seekers – the skilful and agile Iguana has garnered a reputation for innovation and excellence.



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Iguana Commuter



LOA:	9.2m
Beam:	2.7-3.1m
Height:	2.6m
Weight:	4 tons
Max speed:	50 mph
Passenger capacity:	8
Crew capacity:	-
Fuel capacity:	380 litres
Engine:	Max 400hp or twin 200hp
Propulsion:	Electric and combustion

This amphibious vessel is tailored specifically for commuters. With uncompromised performance, striking good looks and first-class comforts, both Sport and Limo models have an on-board wardrobe and heads, offering changing room and privacy to take calls or send emails. Commuters have the freedom to enjoy downtime from the second they step aboard.

E-Iguana Exclusive



LOA:	9.2m
Beam:	2.7-3.17m
Height:	1.8m (2.62m on land)
Weight:	3 tons
Max speed:	42 mph
Passenger capacity:	12
Crew capacity:	-
Fuel capacity:	270 litres
Engine:	400hp max
Propulsion:	Electric and combustion

The Original Iguana turns heads with its distinctive design while the highly advanced technology makes operation simple and performance agile and dynamic. Carbon fibre, marine grade aluminium and stainless steel ensure the boat is robust, while a simple hydraulic mobility system means easy maintenance. Impeccable tailoring and finishing ensure comfort and safety.

Iguana Expedition



LOA:	9.2m
Beam:	3.1m
Height:	2.48m (3.30m on land)
Weight:	3.5 tons
Max speed:	58 mph
Passenger capacity:	8
Crew capacity:	-
Fuel capacity:	380 litres
Engine:	2 x 300hp max
Propulsion:	Combustion

Many people are drawn to the water to satisfy a restless spirit, and so the Expedition evolved to best suit families seeking to regroup on exciting excursions. From sports fishing and water-skiing to simply accessing the most remote stretches of beach for a game of volleyball and a barbecue, this model offers access to the beautiful life.



MONACO BOATYARD SERVICES

MBS, expert in the nautical domain

MBS is specialised in refit painting of yachts, superyachts and megayachts, with a well-established reputation. Thanks to our originality, we decided to expand our activity and develop our expertise.

Today, we offer a complete innovative range of luxury water toys carefully selected for you and your

entourage. They will surely satisfy all your expectations.

You can also take advantage of our Nautica International range of luxury rigid tenders and our High Pressure watermaker.

Finally, as agents for RINA, we can directly deliver certification, after inspecting and testing your boat.



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MBS will fulfil all your expectations: ready to provide all the yachting services you need, acting quickly on all fronts.



NAUTIBUOY MARINE LTD

Bringing luxury to water level

NautiBuoy Marine are specialists in luxury, modular inflatable platforms and docking solutions.

The platforms, designed by yachtsmen, received global recognition for their innovative design, winning a highly prestigious DAME award at METS. Designed for versatility, NautiBuoy's modular floating platforms have been specially designed to attach and extend the aft of any superyacht in minutes.

Available in four sizes, the platforms can be connected in a variety of different ways to create large traditional beach clubs, jet-ski pontoons, SEABOB docking stations, walkways, diving platforms or almost any other use you can think of.

Not sure what's right for you?

NautiBuoy's team of experts will help you work out the perfect configuration for your yacht.

They have even developed a range of accessories so you can relax in comfort at water level, lounge style comfort seats and faux leather headrests attach to the platform and swimming pool style ladders make exiting the water a breeze.

In addition, each platform is equipped with four 40-litre ballast bags making them stable enough for stewardesses to serve drinks.

Inflation/deflation times are under five minutes and, because they are inflatable, can be rolled like a carpet and stored quickly and easily in a tender garage without taking up too much room.



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PASCOE INTERNATIONAL

A match for any superyacht

Pascoe International have been supplying tenders to the world's most iconic superyachts for well over a decade. The Pascoe range includes luxurious enclosed limousines, open guest tenders, beachlanders, SOLAS rescue tenders, crew tenders and task specific workboats including specialised wash-down craft.

The journey began when Pascoe were commissioned by the owner of the *Maltese Falcon*, one of the world's most prestigious sailing yachts, to supply an open and cabin matching pair of 10m custom tenders. Since then Pascoe have gone on to produce and deliver over 200 specialised superyacht tenders, making Pascoe International the clear industry leader in the superyacht tender market.

Each project is tailored to meet owner and crew specific requirements, built by Pascoe International's 100-strong workforce at a dedicated production facility on the River Hamble,

UK. All design work is completed using the latest 3D software to ensure total precision and Pascoe's own styling team ensures that each tender perfectly complements the mothership's style and detailing by working in partnership with the owner and the appointed designers.

The flagship limousines have proven to be the choice of the world's most discerning clients. Their success is not only due to the immaculate finish and superb attention to detail, but also the fact that for the past five years Pascoe have been building limousines based on proven hulls, tested and optimised engineering platforms. This guarantees reliability, safe seakeeping, excellent performance and a dry and comfortable ride, whilst offering owners the opportunity to fully customise the appearance and layout of their tender to match the look, feel and quality of their yacht.



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Pascoe's world class luxury tenders are designed and built to full superyacht standards.



SL Limousine



LOA:	9.6-12m
Beam:	3m
Height:	2.1m
Weight:	4,350kg
Max speed:	40 knots
Passenger capacity:	14
Crew capacity:	2
Fuel capacity:	400 litres
Engine:	Twin diesel inboard
Propulsion:	Sterndrive

The current limousine range extends from 8m to 12m and is able to carry up to 16 guests in style and comfort. Pascoe limousines are truly pocket superyachts with CNC hulls and decks, bespoke fenders, 3D designed glass, automatic doors, hydraulic boarding platforms, state of the art audio-visual equipment, interior finishes to match the yacht's, and galley and day-head facilities.

Pascoe's reputation has been achieved not only through quality, beautiful design and tremendous attention to detail, but also success is due to their unrivalled reliability and fitness for purpose. All Pascoe limousines are based on tried and tested 'platforms', customised to match each mothership and exceed all client expectations.

DT Beachlander



LOA:	8.6m
Beam:	2.85m
Height:	1.65-1.95m
Weight:	2,900kg
Max speed:	40 knots
Passenger capacity:	14
Crew capacity:	2
Fuel capacity:	150 litres
Engine:	Diesel inboard
Propulsion:	Sterndrive

The DT Beachlander has been designed as the perfect multi-role tender, offering the space and layout to cater for the needs of any large yacht. The hull features an innovative hydraulic opening bow ramp to enable elegant beachlandings, whilst also offering a flexible deck layout for guest transportation.

The special hull and 'D' shape buoyancy tubes provide a significant increase to internal volume over a conventional tube, allowing guests and crew to move more freely around the tender.

SOLAS rescue tender



LOA:	5.5-7m
Beam:	2.6m
Height:	1.3m
Weight:	1,355kg
Max speed:	32 knots
Passenger capacity:	10-12
Crew capacity:	2
Fuel capacity:	80-130 litres
Engine:	Diesel inboard
Propulsion:	Jet drive

Pascoe's range of fully approved SOLAS rescue tenders combine compliance with SOLAS regulations and Pascoe's well-known attention to detail and perfect finish. This allows the yacht to carry a single rescue boat that doubles as a useful guest tender that is built and finished to full superyacht standards.

The SOLAS range can be used for guest transportation, watersports through to crew duties. Approval is from Lloyd's Register and includes MED Wheel Mark for use on all yachts exceeding 500gt regardless of flag.



pascoe
international



a match for any superyacht



SCHILLER BIKES

The ride of your life begins at the water's edge

Schiller Bikes is pioneering a new frontier in water biking. A hybrid of premium bike meets ultra-portable catamaran, the SLC is truly in a class of its own. With cruising speeds of 4-5mph and a top speed of more than 10mph, the SLC gives people of all ages and athletic abilities an exhilarating bike ride on the open water for fun, fitness and exploration. Perfect for superyacht crew and guests, with compact storage.

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Schiller was founded on the daring belief that a blue planet is meant for biking.



SCORPION RIBS LTD

British built – world class

Since 1996 Scorpion has built RIBs based on its own hull designs. The range extends from 7m to 11m, with outboard, inboard and water-jet configurations. Built to order, to a high standard, using the best available materials.

Scorpion's priority is safety, comfort and ability. The hull design was developed specifically for a RIB that would be able to handle the varied and testing seas around the UK. Twenty years later, Scorpions have been proven over hundreds of thousands of miles and hold more endurance and race records that any other manufacturer. As a Finnish Marine article concluded, "After two days in rough seas we do not think we would ever drive a better boat". Many specialists consider Scorpions to be the best RIB available; they set the benchmark by which others are measured.

The quality of the ride is unrivalled, dry and comfortable developed to consider those on board. The deep V hull is ideal for towing behind a larger vessel.

The Silurian 1080 model was introduced in 2016, and a new 12m model is planned for 2019. All boats are constructed at our facility in Lymington, England, and are delivered all over the world.



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**"After two days in rough seas
we do not think we would
ever drive a better boat."**



SEALEGS INTERNATIONAL

Discover. Transform. Explore.

Sealegs is a company born from Kiwi ingenuity, and operates from its factory and offices in Auckland, New Zealand and its offices in Rhode Island, USA. Sealegs produces amphibious craft designed to take the hassle out of boating. Their craft make perfect superyacht tenders, enabling intrepid owners to explore secluded and remote places that only Sealegs can get them to.

Sealegs went into production 13 years ago, and has grown from a dream of effortless boating to a company that has made over 1,200 amphibious craft, which you can find in over 55 countries around the globe. Sealegs has a range of nine different craft to choose from, varying in size, style, console, and cabin type, all customisable to suit customers' needs.

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Sealegs Amphibious Craft effortlessly take you to places a normal boat never could – and keep your passengers safe and dry doing so.



SMUGGLER MARINE

Tenders of distinction, built by Kiwi craftsmen

We are a boutique boat-building business based in West Auckland, New Zealand, dating back to 1986. Smuggler builds and sells, factory direct, a wide range of fibreglass tenders and family cruisers from 4.5m to 11.5 m. Our in-house design team and ability to custom finish tenders gives owners, captains and crew unique choice and control to spec and build a craft that suits their individual requirements.

A growing number of superyachts around the globe have Smuggler tenders gracing their decks, and garages. Working with clients such as S/Y *Mondango*, S/Y *Valquest*, M/Y *Diamond A*, M/Y *Ulysses* and S/Y *Imagine*, as well

as yards and designers, and captains and crew direct, we have established a reputation for excellent service, outstanding quality, on-time delivery and unparalleled confidence in product, and many have come back time and time again. All Smuggler tenders feature performance and ride comfort developed from years of boating on New Zealand's unpredictable waters. Simply put, they feature the ultimate ride.

The world has become a very small place with the way we now communicate and move freight around the world. Buying a tender from the other side of the world is now effortless.



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**Tenders developed on
NZ's unpredictable waters.
Put simply, the ultimate ride.**



TIGER TUGS

Custom solutions for moving tenders & toys

Tiger Tugs was born out of necessity as a solution for moving and handling very expensive helicopters. We have designed vehicles for civilian and military applications as well as for loading cargo aircraft. We placed one of our tugs on a well-known superyacht to bring its helicopter in and out of its large hangar. Because of our reputation for designing custom solutions we were commissioned by another superyacht owner to design a helicopter tug to pick up his helicopter, turn it sideways and walk it into the hangar sideways. That became our Typhoon Tug.

We have a reputation for producing the highest quality and easiest to use helicopter tugs in the market. All our designs are wireless remote control so they are an easy one-person operation. We powder-coat our frames and use stainless-steel hardware for improved corrosion protection in salt-air environments.

Come talk to us as we have the perfect solution for moving your helicopters, tenders, submarines or other toys.



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**Remember when you were told to put your toys away?
Nothing's changed, we have your answer!**





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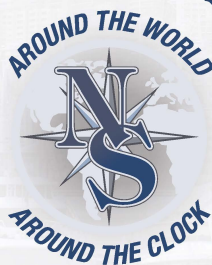
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EXPLORE THE OCEAN. EXPERIENCE TRITON.

State-of-the-art submersibles for superyacht owners, researchers and explorers.

Triton 3300/3

The Triton 3300/3's versatility has made it the most popular submersible in Triton's range. Equally suited for scientific expeditions and pleasure use, the Triton 3300/3 offers reliability and superlative performance in a high-quality, luxurious underwater vessel.

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TRITON SUBMARINES

Because the deep ocean is no place for compromise ...

Triton Submarines of Vero Beach, Florida manufacture yacht-based manned submersibles which feature six essential qualities: cutting-edge designs, exceptional visibility, simplicity of operation, reliability, ease of maintenance and outstanding safety. With more than 350 years of collective experience, and operations ranging from Antarctica to the tropics, the team at Triton form the most knowledgeable pool of civil submersible expertise on the planet.

All Triton submersibles provide a spectacular experience: excellent visibility plus ease of launch and use for owner-operators, explorers and professionals alike. 'Tritons' are also an excellent platform for science, archaeology, exploration or filming.

Thanks to the large selection of optional extras and interchangeable

equipment 'skids' available, an owner can easily transform their submersible into a science lab or film rig, widening their possibilities for use and increasing a vessel's attractiveness for charter.

All Tritons are built using only the finest materials, and have been designed, tested and certified to the most rigorous safety standards. At Triton, class certification (and hence safety) is never an optional extra. Additionally, Triton's clients enjoy a superlative after-sales service and technical support from the world's most experienced submersible operations team at their bases around the world.

Triton is committed to producing the best and most advanced deep-diving submersibles available today.

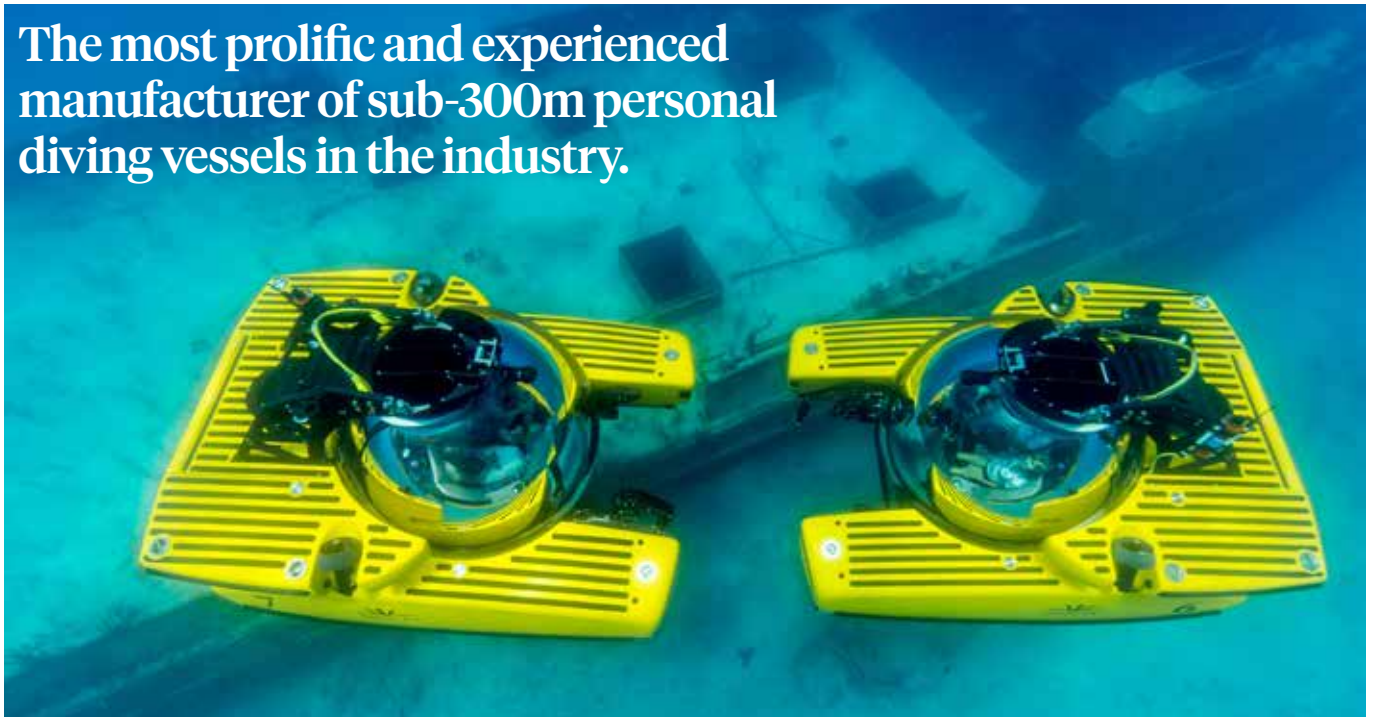
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The most prolific and experienced manufacturer of sub-300m personal diving vessels in the industry.





VIKAL INTERNATIONAL

Luxury starts here

Spanning three decades, Vikal has delivered over 60 bespoke, luxury tenders to motoryachts over 75m. Over this period the company has nurtured a culture of focused passion and craftsmanship, ever intent on pushing the upper boundaries of quality, innovation and customisation. Every tender to emerge from Vikal's facilities is manufactured as a one-off, unique in its particular style, and completely customised to the client's taste and imagination. With industry-leading pedigree and expertise, Vikal has excelled in combining unique design, with innovation and luxury, to become a benchmark in quality.

Across all tiers of the business, Vikal hires only the best. The company promotes an in-house manufacturing ethos, with most components being manufactured on site in Western Australia. Using only the finest materials and in-house skills, Vikal achieves product manufacture with unparalleled levels of quality control.

Vikal is a unique company utilising composite construction methods at sophisticated levels. Traditional shipwright expertise joins with the accuracy of modern mould making mechatronics, via Vikal's in-house 5-axis CNC machining centre. With such processes and equipment, Vikal can deliver hand crafted luxury, with millimetre precision.

With a team always eager for the next challenge, Vikal pushes the limits of tender technology and innovation, often with ground breaking results. With a bright future as an established, multi-generational family business, Vikal offers the client bespoke tender solutions with extreme attention to detail, unmatched features and industry-leading innovation.



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Vikal superyacht tenders set the benchmark for quality, innovation and reliability.



Mr B. *luxury dive & fish*



LOA:	10m
Beam:	2.85m
Height:	1.9m
Weight:	5,500kg
Max speed:	41 knots
Passenger capacity:	13
Crew capacity:	2
Fuel capacity:	335 litres
Engine:	2 x Volvo D4 diesel (520hp)
Propulsion:	2 x Volvo duoprop stern drives

This 10m diving and fishing tender was one of a pigeon pair of Vikal tenders delivered to a 90m+ yacht. As is often the case, Vikal built this tender to fulfil many roles, with real estate on board the motoryacht coming at great expense. A well-designed and built multiplex tender may save more money on the motoryacht garage and cranes than is represented by the purchase price.

Octopus owner's *limousine*



LOA:	19m
Beam:	5.1m
Height:	4.5m
Weight:	2,700kg
Max speed:	41 knots
Passenger capacity:	10
Crew capacity:	2
Fuel capacity:	3,000 litres
Engine:	2 x MTU (2,100hp)
Propulsion:	2 x Hamilton HJ450 water jets

This 19m (62ft) dive tender is perhaps the largest and most comprehensively equipped power boat ever fitted to a private motoryacht. She was kept in a specially designed dry dock in the transom of the owner's superyacht. Equipped with water jet drives and MTU engines, the tender can deliver a blistering 40 knots of speed in deep or shallow water. The tender was one of three Vikals built for the mothership.

Topaz convertible *sport*



LOA:	11.2m
Beam:	3m
Height:	2.7m
Weight:	5,000kg
Max speed:	52 knots
Passenger capacity:	6
Crew capacity:	2
Fuel capacity:	500 litres
Engine:	2 x Volvo D6 (800hp)
Propulsion:	2 x Volvo DPR stern drives

The 11.2m Vikal convertible hard top roof tender was contracted as a 50-knot open sports model. It was not until construction began that the client asked for the installation of a convertible roof. We suggested an automotive inspired, triple panel, carbon fibre, folding hardtop, to be hydraulically powered and digitally PLC controlled. The client agreed, from there Vikal began development and construction. The roof shell pieces were built from carbon, whilst moving componentry consisted entirely of corrosive resistant milled metals.



WHITMARSH HIGH PERFORMANCE RIBS LTD

Arrive in style

Whitmarsh High Performance Ribs Ltd design and manufacture luxury superyacht tenders and chase boats. With an extensive history in offshore powerboat racing and many years in the superyacht industry, James Whitmarsh is well placed to know that quality and performance are not enough by themselves to produce the

ultimate luxury tender. Our passion for perfection, intelligent design, build quality and finish coupled with exceptional customer service meets all the requirements for guest and owner transportation. Each tender is customised to the clients' individual requirements, style and detail.

Current range from 6.25m–11.5m.

Offering performance, style and comfort, every Whitmarsh tender is handcrafted to the clients' requirements.



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SUPERYACHT TENDERS

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X-CRAFT

Dutch-built custom yacht tenders

X-Craft builds some of the very best superyacht tenders in the world.

Every X-Craft is built with the attention to detail expected at the absolute highest level of the superyacht industry. This attention to detail, throughout the entire build process, has resulted in a level of reliability that is rarely achieved in the world of custom made superyacht tenders.

Not only have X-Craft tenders developed a reputation for reliability, their growing fleet is able to rely on an after-sales service second to none, the following story is one example of what X-Craft are all about.

A couple of deckhands were preparing the new X-Craft superyacht tender which was delivered a couple of days prior. Their principal was bound to come on board the next day for the first time since the new tender arrived and the guys wanted to present the tender

in spotless condition. A final test drive would prove all systems in pristine order, but upon return to the yacht they noticed one cushion was missing. They forgot to secure it properly. A search party went out, but to no avail. Troubled by the pending doom the deckhands contacted X-Craft and asked for assistance. As always, X-Craft picked up the gauntlet without hesitation. A new cushion was made and an X-Craft employee boarded a plane with the new cushion as hand luggage. Upon landing he jumped in a taxi and hand delivered the new cushion with hours to spare before the owner came on board. That's the X-Craft way.



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Tailor-made tenders with excellent reliability and outstanding after-sales service.



Project R601 & R701



LOA:	5.7m 7m
Beam:	2.4m 2.4m
Height:	1.53m 1.57m
Weight:	1,010kg 1,580kg
Max speed:	47 knots 47 knots
Passenger capacity:	5 7
Crew capacity:	2 2
Fuel capacity:	145 litres 200 litres
Engine:	Mercury Verado 175 hp Mercury TDI 260hp
Propulsion:	Outboard Sterndrive

Starting with a blank sheet of paper, X-Craft designed and developed two new tenders for the owner: a 5.7m tender and a 7m tender. This 7m tender is the most versatile of the entire fleet, being used as a crew tender, guest tender and as a sports tender. Despite its modest size this tender features all amenities one would expect on a genuine custom superyacht tender. With 60 engine hours within the first month after delivery, the tender has been received very well by both crew and guests, with special compliments from the captain about the excellent build quality.

Project R809



LOA:	8.4m
Beam:	2.6m
Height:	1.77m
Weight:	2,250kg
Max speed:	48 knots
Passenger capacity:	7
Crew capacity:	2
Fuel capacity:	330 litres
Engine:	Volvo Penta D4 300hp
Propulsion:	Sterndrive

The owner was so happy with his first X-Craft tender that he ordered this second one. Main purposes would have to be guest chauffeuring and sports activities. Next to the dry and comfortable ride he came accustomed to, the tender is equipped with many custom items at the owner's request like a height adjustable tow sports pole, tailor made removable T-Top, which is also hingeable to fit the mother vessel's tender garage, a hingeable swim ladder, which needs to be extremely strong and sturdy, and lots of covered storage space. Another beautiful X-Craft tender for a happy client.

Project S1001



LOA:	10m
Beam:	2.86m
Height:	1.9m
Weight:	4,300kg
Max speed:	47 knots
Passenger capacity:	15
Crew capacity:	2
Fuel capacity:	2 x 400 litres
Engine:	Twin Steyr SE286E40
Propulsion:	Twin sterndrive

X-Craft was handed carte blanche to start the development of an entirely new tender for a return client. The experience and skills of X-Craft's Dutch craftsmen were fully utilised in building this magnificent open limousine tender. Implementing many bespoke amenities like a champagne fridge, retractable carbon fibre wake board pole, auto pilot, concealed and retractable electronic anchor winch system, deck shower and much more. Extremely proud of the end result, X-Craft delivered the tender to the owner's team, on time and within budget. The owner's team was amazed with the handling characteristics, manoeuvrability and top speed, comfort of the tender and the exquisite build quality and attention to detail.



XTENDERS

The ultimate carbon superyacht tender

Our goal is to offer the ultimate custom carbon superyacht tender with outstanding customer service.

We deliver lightweight durable tenders that perform like no other boat. Designed and built to exhilarate, each Xtender is built from carbon fibre using Formula 1 technology.

Whatever the purpose, dimensions, configuration or drive train of the tender, we will beautifully integrate them into one greatly performing bespoke craft that is perfectly in tune with your yacht.



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Each Xtender is designed and built to meet the unique needs of our clients and to match their yachts.



Convertible limousine



LOA:	9.3m
Beam:	3.2m
Height:	1.65m
Weight:	3,200kg
Max speed:	39 knots
Passenger capacity:	12
Crew capacity:	2
Fuel capacity:	330 litres
Engine:	MerCruiser TDI (370)
Propulsion:	Stern drive

This limousine truly reflects the custom nature of the superyacht industry. Built for an 83.5m Feadship yacht, the 9.3m tender is an open day boat and a luxurious limousine. The interior includes a panoramic roof, climate control, a multimedia system, a folding transom and two removable benches. The roof segments that fold down define the tender's functionality and allow for an exceptionally low storage height.

D-rib



LOA:	9.75m
Beam:	3.2m
Height:	1.8m
Weight:	2,450kg
Max speed:	42 knots
Passenger capacity:	12
Crew capacity:	2
Fuel capacity:	440 litres
Engine:	Yanmar 8LV (370)
Propulsion:	Stern drive

The new design is meant to answer the rising demand for safer on-board feel among the RIB users. With the bulwark height up to 85cm, the D-Rib range will suit the clients who look for a more solid feel and better safety throughout the perimeter of the boat. An inflatable tube will still provide the needed protection. To answer another arising need, we can offer our tenders in three beach lander types.

Limousine



LOA:	8m
Beam:	2.7m
Height:	1.77m
Weight:	2,600kg
Max speed:	46 knots
Passenger capacity:	12
Crew capacity:	2
Fuel capacity:	260 litres
Engine:	Volvo Penta D4 (300)
Propulsion:	Stern drive

The 8m Limousine is a lightweight carbon enclosed tender option for any superyacht. It is a vessel that combines exhilarating performance together with comfort. The limousine tender features options such as a refrigerated drinks cabinet, custom mood lighting, air conditioning and various multimedia devices. The tender can be customised to match the yacht's design and the client's personal wishes.



YACHTWERFT MEYER GMBH

Superyacht tenders made in Germany

With over 70 tenders on the water, many of them custom builds, Yachtwerft Meyer has continuously developed the product portfolio to cover the complete range of tenders from 5m to 16m full and semi-custom tenders, to serve the superyacht industry. The latest addition to the range is the elegant Silverline series, a semi-custom engineered platform, that builds on existing and proven hull designs and tender solutions – and yet is highly personal and customisable with a large range of features for the client to choose from.

We are proud that the first five units have already been delivered in 2017. All of these clients took advantage of the customisable platform, and a wide range of special equipment, from bike racks, to electric sliding roofs, dive equipment, or surfboard holders. An innovative and versatile approach, built on solid foundations of over 20 years' experience in building superyacht tenders, bringing our tenders to the next level. Driven by our company philosophy: elegance is excellence in performance.

yachtwerft
meyer ○○○

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Elegance is excellence in performance.



Open tender



LOA:	9m
Beam:	2.8m
Height:	1.9m
Weight:	3.5t
Max speed:	>35 knots
Passenger capacity:	12
Crew capacity:	2
Fuel capacity:	350 litres
Engine:	1 x Volvo D6 370hp
Propulsion:	1 x Volvo Aquamatic (duo prop)

Silverline

Introducing our new range of luxurious, customisable, premium open tenders and limousines. Available from 6.5m to 9.5m with a broad choice of layouts, Silverline brings the finest materials together with elegant design and a wide range of customisation options to deliver the ultimate in elegance, performance and practicality.

Half cabin limousine



LOA:	11.2m
Beam:	3.35m
Height:	2.25m
Weight:	6.8t
Max speed:	> 40 knots
Passenger capacity:	12
Crew capacity:	2
Fuel capacity:	400 litres
Engine:	2 x Volvo D6 370hp
Propulsion:	2 x Volvo Aquamatic (duo prop)

Signature

Signature is the Yachtwerft Meyer concept for fully custom-made premium luxury tenders. Designed and crafted with direct owner input at every stage of the process to fulfill every specification and desire, creating a sophisticated statement of personal style.

SOLAS rescue tender



LOA:	6.2m
Beam:	2.4m
Height:	1.3m to folded console
Weight:	2t approx
Max speed:	>30 knots
Passenger capacity:	6
Crew capacity:	1
Fuel capacity:	80 litres
Engine:	1 x Volvo D3-220hp SOLAS
Propulsion:	Hamilton HJ 212 waterjet

Performance

Our Performance range of premium quality full and semi-custom utility tenders, SOLAS-approved rescue tenders and RIBs features outstanding design and – of course – maximum reliability and practicability combined with attractive prices. Yachtwerft Meyer Performance tenders are versatile boats and designed for a wide range of activities, from serving as a reliable work boat to a watersports platform to drop guests off at the beach in style.

TENDER MOMENTS

There's much talk these days about the toy chests of modern superyachts and the amazing variety of things they contain, but has there really been a step change over the past two decades? Tim Thomas delves into his past and finds that things are not so different after all.

I guess you could say I started with tenders at a very young age. Born to a father who was a mad-keen yachting, some of my earliest memories involve drifting out to a little sailboat on a mooring, balanced on a wobbly rubber bottom (tender, not human) and always getting wet. Apparently, I made a very good spray guard for our rubber ducky that must have measured no more than 2m long and for which there was more oarspower than horsepower.

Fast forward 20 years and I found myself playing with the tenders on my very first superyacht. Of course, I'm referring to the crew role rather than one of ownership, but it still felt like my yacht, and the tenders were my charge and my pride and joy. Things were simple in those days – we had a Boston Whaler-style runabout and a smallish RIB for the 39m classic motoryacht I was on. But that's not to say things have changed that radically over the past two decades.

While wandering around the mighty 107m *Ulysses* at anchor off the Monaco Yacht Show in 2016, it was hard not to be impressed by the floating toy chest it appeared to be. The foredeck was stacked high with tenders and toys, including a large, custom-built power cat that had its own tender. Ski boats, RIBs, jet skis, sailing boats, crew runabouts and more formal guest tenders and limos were complemented by a garage that included Harley Davidsons and sports bikes, underwater toys and road bikes, quad bikes and all manner of other distracting goodies.

But to think that this is a modern phenomenon – augmented by the growing prevalence of support vessels and dedicated toy carriers – would be a mistake. Even on that 39m yacht all those years ago, we had two mopeds and a four-wheel-drive Jeep-style off-roader on the sundeck, ready to be craned ashore whenever we got somewhere interesting. And there was no shortage of toys on other vessels too – garages with 10-plus jet skis, submersibles and all manner of weird and wonderful toys were more the norm than the exception.

So what has changed over the past couple of decades? I think there has been a move away from off-the-shelf products to increasingly specialised or bespoke tenders, from RIBs and limos to a growing interest in underwater exploration. One only has to think of the Deep Flight sub on *Maltese Falcon* to see how interested owners are prepared to push boundaries and not only on the parent vessels. More than that, the size of superyachts – and a related increase in size of tender – has seen something of a shift. What were once smaller production yachts for the mass market have started to be adopted as chase boats for bigger yachts, adding increased functionality as well as freeing garage space for other toys or even for other uses entirely.

Of course, with bespoke tenders comes increased cost, and a limited resale market – not that that's always high on the list of priorities for superyacht owners when it comes to personalisation. And, of course, the desire to avoid any form of wobbly bottom. **II**



BY TIM THOMAS

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