

ASIA'S TOP YACHTING PERSONALITIES

Yacht Style has expanded its annual Top Yachting Personalities in Asia list to 150 to reflect the industry's growth in developing markets around the region.

Yacht Style's annual listing of the top yachting personalities in Asia remains one of the publication's signature features. It recognises those who have helped develop and shape the industry – and are still driving it – along with newcomers freshening up the scene and challenging the more-established players.

For 2020, we've expanded the list to reflect the increasing overall activity in Asia and the growth of activity in developing markets, especially Vietnam.

Otherwise, the spread of countries is generally reflective of *Yacht Style's* main territories across Greater China and Southeast Asia, and is dominated by personalities from Hong Kong, China, Thailand, Singapore, Malaysia, Indonesia and the Philippines. There's also increasing representation from Taiwan, Korea and Japan, along with the likes of UAE, India and Sri Lanka.

The countries listed after the entrant's name reflect their nationality, except for non-Asians, where we've featured their place of work, if it's in Asia.

Overall, our aim continues to be recognising people driving dealerships, brokerages, charter and insurance companies, leaders of national or regional organisations, marina investors and operators, high-profile and adventurous yacht owners, shipyard owners and leaders, successful sailors, and those bringing new brands, concepts or trends into the region.

And we're also aware that there's only a small number of women in our Top Personalities list, so we've added a couple of extra pages for some of the ladies who are key in driving many of the region's leading yachting companies.



Richard ALLEN (HONG KONG)

Allen was promoted from Group Sales Director to Group General Manager at Simpson Marine in August 2018, having initially been Beneteau Group Sales Manager since his arrival in Hong Kong in October 2012. He has embraced his exciting new role, as Simpson Marine currently has over 100 employees in 12 offices and 10 service centres in seven countries and regions around Asia. An experienced sailor, Allen previously worked for Ancasta and Sunsail.



NEW

Mohammed Hussein ALSHAALI (UAE)

Alshaali is Chairman of Gulf Craft, which he co-founded in 1982 and developed into the Middle East's most prolific superyacht builder. He has held many international roles including ambassador to the USA, ambassador to the Security Council, representative at the UN European Office in Geneva, and finally Minister of State for Foreign Affairs before retiring in 2008 and dedicating himself to Gulf Craft. The shipyard's dealers in Asia include Promarine (Singapore), Pangkor Marina (Malaysia) and Go Boating (Thailand).

Kirati ASSAKUL (THAILAND)

Khun Kirati hails from a family of long-time sailors. Following in the footsteps of his late father Kris, founder of the award-winning Ocean Marina Yacht Club in Pattaya, 'Nim' co-heads the Ocean Group. Embracing his love of the sea, he was co-founder of the Top of the Gulf Regatta and is often found piloting his Crowther 42 catamaran *Sonic* in the Gulf of Thailand.



Jesus 'Jun' AVECILLA (PHILIPPINES)

Avecilla is co-founder of the Subic Sailing Club, which organises many of the country's premier races and regattas, and is dedicated to the development of sailing in the Philippines, supporting the new Europa Sailing School. He has helped establish the sailing grassroots programme in Subic Bay, actively promoted maritime heritage in the Philippines, and spearheaded the protection and conservation of the oceans through the club's environmental campaigns.



Nigel BEATTY (JAPAN)

Chairman of the Asia Pacific Superyacht Association (APSA), UK-born Beatty is a former Royal Navy and superyacht Captain who came ashore in 2004 and founded Super Yacht Logistics (SYL) in USA, Japan and Australia. Several other companies followed such as Fathom Supply, YOTFIX and SGRM Crew Insurance. As a licensed broker, he established Yachtzoo Tokyo in late 2016, since when it has brokered yacht sales across Asia. Beatty is based in Yokohama (Japan) and spends time in the Cotswolds (England) and Fort Lauderdale (USA) each year.



NEW

Tengku AMIR Shah (MALAYSIA)

HH the Raja Muda Selangor, Tengku Amir Shah Sultan Sharafuddin Idris Shah is Honorary Life Commodore of the Royal Selangor Yacht Club, which celebrated its 50th anniversary in October 2019. He's an active sailor and competed last November at the 30th edition of the Raja Muda Selangor International Regatta, a race founded in 1990 – the year he was born – by his father. In May 2002, aged 11, Tengku Amir was proclaimed Raja Muda ('Crown Prince') of Selangor and was formally installed in October 2016.



NEW

Adam BLACKMORE (HONG KONG)

Blackmore has been at the helm of AsiaMarine as its Commercial Director since 2017, while also representing Fraser throughout Asia. Since moving from England to Asia in 2013, he has modernised the marketing of pre-owned yachts with a unique, personal approach to his listings. Working in the industry since 2007, he has helped hundreds of clients buy and sell pre-owned yachts, also guiding many through the new yacht construction process.



Anthony BRISACQ (SINGAPORE)

Brisacq is CEO of Leading Yachts of the World powered by AVA Software, an all-in-one collaborative yacht charter management and sales platform that improves sales and marketing efforts to reach high-end decision makers. The platform integrates 20 years of experience in the sector in order to reduce booking time and enhance the sales experience for sellers and clients.



Paul BRACKLEY (HONG KONG)

Captain Brackley founded Central Yacht in 2006 and in 2018 moved into mainstream yacht brokerage with the sale of the 54m *Admiral Sea Force One*, expanding the company's network with representatives in Taiwan, China, Hong Kong and Italy. In 2019, Central Yacht was appointed as the brand ambassador in Asia for superyacht builder Dynamiq. With 30 years of experience as Engineer and then Captain, Brackley has worked with a number of Asian superyacht owners most notably on the *Benettis Ambrosia*, *Xanadu* and *Lady Candy*.



NEW

Geoffrey BOND (THAILAND)

Chairman of Project Ocean Cleanup and founder of Rawin Management, Bond has established Asia's largest private fleet of Sunseekers (six), bringing his personal fleet to nine. He works as co-partner with Sunseeker Thailand and Sunseeker Vietnam in brand development, hosting lavish events in both regions. In 2019, Bond organised a pioneering 'Gulf to Delta' cruise for a flotilla of Sunseekers, from Ocean Marina Yacht Club in Pattaya down the Gulf of Thailand to Cambodia, onto Phu Quoc Island in Vietnam, then inland to Ho Chi Minh City.



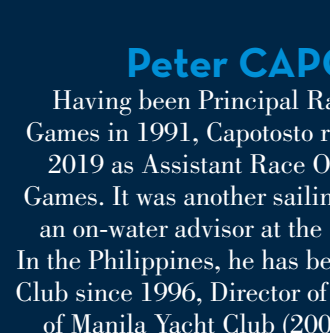
Alister BRUNSKILL (SINGAPORE)

Brunskill runs Boat Lagoon Yachting's operations in Singapore as its Country Head and is also Head of Sales for Princess Yachts South East Asia. Born in Indonesia, he has lived in Southeast Asia for over 25 years and also in the UK, working for Princess for six years as the shipyard's International Sales Manager for the Americas and APAC region. He has been successful in increasing the brand's market share in the region and in April 2019 also became a Brokerage Representative of Burgess.



Thomas CACHERA (PHILIPPINES)

Managing Director of Europa Yachts, Cachera organised the first Lagoon Escapade in Southeast Asia in 2018 when the first Seventy 7 and seven other cats sailed from Punta Fuego for an overnight stay in Mindoro. The second edition, last April, featured 11 Lagoons and sailed to Puerto Galera. Cachera, who speaks English, French and Spanish, moved to the Philippines in 2013. He soon joined Europa Yachts under Robin Wyatt and took over after the latter was declared lost at sea in October 2015. Europa also represents Beneteau, CNB and Azimut.



Peter CAPOTOSTO (PHILIPPINES)

Having been Principal Race Officer for the Southeast Asian Games in 1991, Capotosto returned to Subic Bay in December 2019 as Assistant Race Officer for the 30th Southeast Asian Games. It was another sailing highlight for Capotosto, who was an on-water advisor at the 1988 America's Cup in San Diego. In the Philippines, he has been Commodore of Taal Lake Yacht Club since 1996, Director of PHINSAF (2003-15), Commodore of Manila Yacht Club (2000-01) and a multiple winner of the Hobie 16 National Championship.



NEW

Sam CHAN (HONG KONG)

At one time, Chan held all the offshore race records bar one with various incarnations of boats named *Free Fire*. The current *Free Fire* is a TP52 and a regular competitor in Asian regattas, winning IRC Overall in the Royal Hong Kong Yacht Club Nha Trang Rally last October, skippered by Russ Parker. Chan also sails Flying 15s in both Hong Kong and the UK, where he's a regular at Cowes Week, last year sailing with Nick Atkinson on *Freefire 20* at the age of 71. On shore, Chan is CEO of YGM Trading.



Horace CHEN Jinhao (CHINA)

Chen is one of his country's most experienced offshore sailors and last year competed in the inaugural SailGP series, helping China finish third. He also helped Dongfeng Race Team win the 2017-2018 Volvo Ocean in his second campaign with the team, and has competed in the America's Cup World Series and the Extreme Sailing Series. Passionate about growing the sport in China, he has created a sailing club for youngsters in Shenzhen, where last November he sailed on Frank Pong's 72ft *Jelik* in the China Cup International Regatta.



Martin CHEN (CAMBODIA)

Chairman of investment company M Capital Group, Chen has boldly taken up the challenge of leading Sunseeker in both Singapore and Cambodia. While already a boat owner, he discovered Sunseeker while looking for a larger yacht, and his vision and passion for yachting quickly led him into the industry. Chen established the dealership with Sunseeker for the two countries, where his team has sold eight yachts within two years.

Julian CHANG (SINGAPORE)

Chang is Managing Director of Raffles Yacht Group, which has representation in 18 offices worldwide. He has been a Senior Advisor for Burgess in Asia since 2019 and is actively involved in the offshore industry. Chang recently joined ROKiT Asia as President; the parent company, a new telco brand, is sponsor of the Williams F1 racing team. An active Board Director of The International SeaKeepers Society who heads its Asia chapter, Chang and team focus on creating awareness of the threats to our oceans through their non-profit organisation.



NEW

Cowen CHIU (HONG KONG)

Chiu is Chairman and Commodore of the Hong Kong Sea School, which nurtures students for employment in sea-related industries, and also the long-serving President of the Hong Kong Windsurfing Association. He has been a regular crew member on many of Karl Kwok's boats named *Beau Geste*.



CHOI Hong-sik (KOREA)

A pioneer of Korea's luxury yacht industry, Choi is founder and CEO of Shin Woo Industrial and later created SPLO Yachts, which has built multiple models that reside in Thailand including the 74ft *Chowa*, a regular at boat shows and other yachting events in Phuket. His industrial design and construction business started in 1998 and he later moved into shipbuilding, then gradually into luxury yachts.



Frankie CHAU (HONG KONG)

Chau is Managing Director of the dynamic NextWave Yachting. The company was co-founded in 2012 by Chau, Howard Chen, William So, Raymond Sze and Conrad Chau, five friends who turned their love of life on the water into a business. As well as being a dealer for the likes of Pearl Yachts, Sealine, Chris-Craft and Bavaria, Fjord, Vanquish and Heyday, the company has increasingly strong divisions for charter, yacht management and water toys like Jetsurf, Lift Efoil, Seabob, Aquaglide and Belassi.



NEW

Kit CHOTITHAMAPORN (THAILAND)

A Phuket native, Kit is Asia Regional Manager for Leopard Catamarans and handles all Asia yacht sales for sister brands Sunsail and The Moorings, which form the world's largest charter company. Kit began his yachting career in Asia over 15 years ago, having developed his love for the sea and boats at a young age through his father, an avid recreational fisherman.



Johnny CHUEH (TAIWAN)

Johnny Chueh is Chairman and CEO of Ocean Alexander, one of Taiwan's leading yacht builders and a regular in the top rungs of the Global Order Book. Based in Kaohsiung, with a sister facility in Florida, Ocean Alexander specialises in motoryachts from 70-120ft, but in February 2019 entered new territory with the US-built Divergence 45, its first outboard model. Chueh, who fronted the builder's debut at the Cannes Yachting Festival last September, has led the Kaohsiung yard since 2000, succeeding his father Alex who founded it in 1977.



NEW

Miles CLARK (HONG KONG)

Clark has been with Seanergy, now a member of Ocean Independence, since 1995. Hailing from London, he started his career in marine underwriting until moving abroad to work on charter yachts and in ski resorts, becoming fluent in French. After travelling in Asia and Australia, he returned to France, attained his Yachtmaster certificate and was first mate on a 36m catamaran, working on the project from build to sale. It inspired his move into brokerage and to Hong Kong, from where Clark has created a strong client base throughout Asia.



NEW

Douglas CULVERWELL (UNITED KINGDOM)

Since 2016, Culverwell has been Sunseeker International's Regional Business Manager for the Middle and Far East. Working closely with Sunseeker Asia to develop its dealer network, he has overseen significant sales growth in the region, most notably outside of Hong Kong, the brand's traditional hub in Asia. Culverwell has worked in the boating industry since 1997 with a number of leading brands in an international capacity, including overseeing Asia and working in the USA.



Tunku Soraya DAKHLAH (MALAYSIA)

Tunku Soraya Dakhlah is the daughter of Tunku Tan Sri Abdullah – or Charlie – founder of the Royal Langkawi Yacht Club. She is Chairperson of the Royal Langkawi International Regatta and a regular competitor. Princess Soraya has also competed in the Raja Muda Selangor International Regatta and works with the Langkawi government to position the island as a key maritime destination in Asia.



Colin DAWSON (HONG KONG)

Dawson is a specialist yacht insurance broker with Expat Marine. Based in Hong Kong since 1994, he looks after clients predominantly in Hong Kong and the Asia-Pacific region and with superyachts on a worldwide basis. A keen sailor, he can often be seen on *Moonblue 2*. A creator and Founding Member of APSA as well as a Director of the San Fernando Race Foundation (a charity looking after underprivileged children in the Philippines), Dawson is also a passionate conservationist, setting up The Elephant Foundation in 2017.



Olivier DECAMPS (HONG KONG)

Boasting over 40 years in the industry, Decamps has been Nautor's Swan's Regional Director for Asia Pacific since 2017, having been a fan of the brand since he started racing. The Belgian studied yacht design in the UK and worked for the likes of Camper & Nicholson's, Wauquiez and Groupe Beneteau in Europe. In 2004, he moved to Hong Kong, working for Simpson Marine and Jepsen Marine. He has sailed over 200,000nm, made multiple ocean crossings and competed in iconic races like the Rolex Sydney Hobart, Rolex Fastnet and Rolex Giraglia.

Fabiomassimo DISCOLI (HONG KONG)

Discoli has headed Ferretti Group's Asia-Pacific operations following Alessandro Tirelli's move back to Italy in late 2018. In 2013, Discoli and Tirelli were among five employees from Italy who relocated to Hong Kong when Ferretti Group opened its regional headquarters. A former Asia-Pacific area manager for Pershing, Discoli has worked for multiple brands within the Ferretti Group since 2003 and also worked for Azimut-Benetti for three years (2009-12).



Bill DIXON (UNITED KINGDOM)

Dixon has long been a regular visitor to the region, with over 35 years working with clients and owners in Asia, including brands like Pearl who build in the region. Founded by Dixon in 1981, Dixon Yacht Design is based on England's south coast and works with some of the world's leading production boat manufacturers, also designing many spectacular custom superyachts over the years.



NEW



Greg DAGGE (HONG KONG)

Long-term Asia and Australia-based brand builder with the likes of Princess, Jeanneau and Sunseeker, Dagge is now Partner and Director of Sales at Central Yacht. Specialising in superyachts, both sail and power, Central Yacht has been the brand ambassador in Asia for Dynamiq since 2019. Late last year, Dagge was appointed as Asian Area Representative for Australia's Echo Marine Group, builder of the 84m, Singapore-owned trimaran *White Rabbit*, to promote its extensive refit facilities for Asia-based superyachts.



Sam DO (VIETNAM)

Do is Managing Director of Saigon Yacht & Marina, a division of Samaser Holdings, which has over three decades of experience in the maritime and shipbuilding industry. Saigon Yacht & Marina, which also provides yacht management, maintenance and crew certification, was last year appointed as the dealer for Aquila, whose shallow-draft power catamarans are suitable for the terrain of coastal cities and lakes in Vietnam. An electrical engineering graduate of University of Washington, Do is among many driving to make Vietnam a yachting hot spot.



NEW

Ernesto 'Judes' ECHAUZ (PHILIPPINES)

As President of the Philippine Sailing Association, Echauz was a key figure in the 30th Southeast Asian Games sailing competition in Subic Bay in December. 'Judes' has long been a regular on the Asian circuit, winning the Rolex China Sea Race in 2008. An active supporter of aspiring Filipino keelboat sailors, he skippered teams to victory in the San Fernando Race in 2017 and the China Cup's IRC One title in 2017 and 2018. In 2018, he bought some FarEast 28s for local use, which helped the men's and women's teams win SEA Games golds.

Dai Tu DOAN VIET (VIETNAM)

As co-founder of Openasia investment group in 1994, pioneer Dai Tu set up Tam Son International in 2005, building a solid portfolio in luxury retail in Vietnam. With Tam Son Yachting appointed in 2017 as official distributor for Groupe Beneteau's full range in this emerging market, expansion into yacht sales, services support and marinas – operating Vinhomes Central Park Marina, the first river marina in Ho Chi Minh City nearby the iconic The Landmark Building 81 skyscraper – is well under way.



NEW

Adam ESSEX (HONG KONG)

Essex has been General Manager - Asia Pacific for Princess since March 2019. The Brit has a wealth of experience in the industry, starting out with an independent brokerage before joining UK-based Princess Motor Yacht Sales, where he was a Senior Broker. Essex has spent the last six years in Asia, working with Princess Yachts South East Asia in Thailand and Camper & Nicholsons in Hong Kong.



Mark EVANS (CHINA)

Evans is Group Managing Director of McConaghy, headquartered in Hong Kong with manufacturing facilities in Zhuhai and Sydney. Specialists in bespoke racing yachts and luxury performance cruisers, McConaghy's many builds include *Wild Oats XI*, the trimaran *Adastra*, the VO70 *Green Dragon* and the Chinese entry in the 2007 America's Cup, CHN95.



Xavier FABRE (INDONESIA)

Fabre is Director of Sales and co-founder of Yacht Sourcing, the dealer for Ferretti Yachts, Riva, Pershing and Fountain Pajot in Indonesia, plus Nuova Jolly for Indonesia, Thailand and Singapore. The fast-growing company also operates charter, brokerage, yacht management, agency and marina services, and has a shipyard in Sulawesi, where builds have included the 55m *Prana by Atzaro* and 47m *Maj Oceanic*. Fabre was formerly with Simpson Marine and an Azimut dealership in Jakarta, having worked in Mauritius and Dubai.



Gordon FERNANDES (THAILAND)

Well known in the region's yachting circles, Fernandes co-founded Asia Pacific Superyachts in 2008 and remains its General Manager, overseeing its operations in Thailand and an expansive regional network of offices covering 13 countries. In association with Captain Charlie Dwyer, he was organiser of the annual Asia Superyacht Rendezvous, last held in Phuket.



FONG Nan (CHINA)

As a forward-thinking yacht owner, Fong set up the Da Mei Sha (Dameisha) Marina and Yacht Club – or Shenzhen Marina Club – which is one of the few marinas in southern China that can accommodate superyachts up to 40m and is the heart of a growing waterfront community.



Jose Ramon 'Monchu' GARCIA (PHILIPPINES)

President of Rayomar investment and management company, Garcia is also Director of Rayomarine, the Philippines distributor for Princess motor yachts and Leopard catamarans. Currently Vice Chairman of PHINSAF (Philippine Inter-Island Sailing Foundation), he has long been involved with the Philippine Hobie Challenge and is Vice-Chairman of the 20th edition in February, which will retrace the route of the inaugural race.



NEW

GOH Cheng Liang (SINGAPORE)

One of Singapore's richest men, Goh is a billionaire who made the bulk of his wealth in paint, as a distributor then shareholder in Nippon Paint. He is well known for his collection of luxury yachts including the 41m Feadship-built *White Rabbit*, the 61m *White Rabbit Echo* by North West Bay Yachts and the 84m *White Rabbit* by Echo Yachts delivered in 2018. Goh's son Hup Jin became Chairman of Nippon Paint in March 2018.



Paul GRANGE (HONG KONG)

With business partner Thomas Woo, Grange is the co-founder of Marine Italia (2015), Asia's leading Azimut Yachts dealer, covering Hong Kong, Macau, Southern China, Taiwan and Singapore. Formerly Head of Azimut Yachts for Simpson Marine (2012-2015), Paul has a successful history of representing the brand across Asia. Grange and Woo also represent Absolute Yachts and Four Winns, and operate their own independent shipyard, Marineteq, in Hong Kong.



Eric FOK (HONG KONG)

Commodore of Nansha Marina since 2012, Fok conceived and executed China's first Five Gold Anchor marina, which was awarded Platinum status by the MIA in 2018. Host of the Guangzhou stopover of the 2017-18 Volvo Ocean Race, the marina has over 150 berths and is located on the Pearl River Delta near where the Opium Wars were fought – the clubhouse design reflects the region's history. Grandson of tycoon Henry Fok and son of Timothy Fok, Eric is Vice-President of Fok Ying Tung Group and Vice-Chairman of the Hong Kong Football Association.

Vianney GUEZENEC (HONG KONG)

In 2018, Guezenec was promoted from Sales Manager Asia Pacific for Beneteau and Lagoon to Director Asia-Pacific of the Beneteau, Lagoon and Excess brands. With his team, he looks after 35 distributors – from Vladivostok in the Russian Far East all the way south to New Zealand – and promotes sailing and motor yachts from 20-130ft. An experienced and passionate sailor, Guezenec regularly races in regattas around the region.



NEW

Franklin HENG (HONG KONG)

Heng is Chairman of Asia Yachting, sole distributor in Hong Kong, Macau and the Philippines for Monte Carlo Yachts, Prestige, Nautique and other brands. After graduating from University of Cambridge, he qualified as a chartered accountant in London then worked in the finance industry, first in global investment banks and then in asset management. His love of boating started with the use of his bank's yacht and he later turned his passion into business at Asia Yachting with partner Olivier Besson, instituting the professional culture of the banking industry.



Yvan EYMIEU (THAILAND)

An avid sailor who has lived in Asia since 2005, Eymieu joined the Aquila team in 2017 with the mission to expand the international sales network of Aquila Power Catamarans beyond its traditional hub of North America. The Aquila line consists of inboard, outboard and excursion models from 32-70ft, with the flagship 70 launching this year. Aquila cats are built by Chinese shipyard Sino Eagle Yachts in Fuyang.



Tommy HO (HONG KONG)

Ho is the founder and CEO of Voyager Risk Solutions (2018), which has its headquarters in Hong Kong and an office in Singapore. Ho has over 20 years of experience in yacht insurance and his clients represent many of the world's leading luxury yacht brands. Born in a family with a strong sailing and boating background, he has long been involved in yachting, is a boat owner himself and has extensive knowledge of the industry. Ho is also a consultant of the Hong Kong Cruise and Yacht Industry Association (HKCYIA).



Gordon HUI (HONG KONG)

A passionate, long-time Sunseeker client, Hui created Sunseeker Asia in 2003 and quickly expanded the brand across the region, now overseeing upwards of a dozen partners. Since 2018, Hui has appointed new or additional dealers in Singapore, Cambodia, Philippines, Korea, Japan and Thailand. To date, Sunseeker Asia has sold well over 200 units, with about two-thirds into Hong Kong, and is increasingly focused on developing other markets around the region.



Terry HUI (HONG KONG)

Hong Kong-born, Canada-based Hui has won the Wally class on *Lyra* at the last two editions of the Maxi Yacht Rolex Cup in Italy. In 2018, Hui acquired the Wally 77 and many of her experienced crew from James Hacker. As owner-driver, he emerged as the most surprising class winner at that year's Maxi Yacht Rolex Cup, his first-ever regatta. At the 30th edition of the maxi showdown last September, he did it again. Hui is CEO of Concorde Pacific.



Sultan IDRIS Shah (MALAYSIA)

HRH the Sultan of Selangor, Sultan Sharafuddin Idris Shah is the Patron and Life Commodore of Royal Selangor Yacht Club and was guest of honour at the club's 50th anniversary celebrations last October. As Raja Muda (Crown Prince), he was a co-founder of the Raja Muda Selangor International Regatta (1990) and frequently participated. At the 30th edition last November, he presented trophies at the awards ceremony in Langkawi. An experienced sailor, he completed a circumnavigation on his Swan 68 *Jugra* in 1996.



Kenta INABA (JAPAN)

A sailor since his youth, Inaba is President of Super Yacht Logistics Japan, runs Yachtzoo Tokyo with Nigel Beatty, and is involved with marina design and development. Growing up in Japan, he moved to Florida in his 20s and studied at the University of Miami, attaining an MBA in management, then helped design the Lauderdale Marine Centre. On returning to Japan, he worked for insurance and financial companies, most recently Morgan Stanley in Tokyo. Inaba sails regularly on two *Scallywag* yachts, the 100ft supermaxi and Orma 60 racing trimaran.



Simon JAMES (THAILAND)

James is CEO of Regattas Asia, which the Welshman formed with his partner Kae Wattana (Managing Director). The company owns The Bay Regatta and Samui Regatta. As IRC Rule Authority - South East Asia, James is the region's handicapping authority and an experienced race official. The Phuket City resident has been Race Director for the King's Cup for 19 years, is Principal Race Officer for the China Cup, was Race Officer of the 2019 Raja Muda and officiates at many other events in Asia-Pacific. James formerly headed up Sunsail in Thailand.

Dang HIEU (VIETNAM)

One of Vietnam's tourism pioneers, Dang Bao Hieu is CEO and founder of AnaMarina in the coastal city of Nha Trang. Designed by Camper & Nicholson's Marinas, AnaMarina is set to open this year and accommodate up to 220 yachts. Hieu is the founder of Focus Vietnam Holdings (2000), which focuses on tourism and hospitality. Businesses include Indochina Sails (2008), operating Mekong cruises between Vietnam and Cambodia. In 2011, Focus Vietnam set up charter-flight tourism to Nha Trang, which has proved hugely popular in Russia and China.



Edwin HO (HONG KONG)

Ho is the founder and President of Starship Yachts (1994), which represents most Ferretti Group brands (Ferretti Yachts, Pershing, Riva, Custom Line, Itama Mochi Craft), as well as Cranchi, in Hong Kong and Macau. Large yacht sales in recent years include the first Pershing 140 – which arrived in Hong Kong in late 2019 – the first Riva 100' Corsaro, Riva 90' Argo, Riva 110' DolceVita, Custom Line Navetta 33 and multiple Ferretti Yachts models.



Tiffany KOO (MALAYSIA)

Koo is founder and Managing Partner of the Toio sailing and outdoor apparel brand. The Hong Kong-based Malaysian also remains a top-class sailor, competing in the region's top regattas. As a youngster, she won a silver medal (Optimist, 1997) and gold (Laser Radial, 2001) at the Southeast Asian Games, and silver at the 2002 Byte World Championship behind elder brother Jeremy. She won the Malaysian Match Racing Championship in 2006 and 2007, has crewed and worked on Frank Pong's *Jelik*, and helped train many aspiring sailors.



Kenny KANG (KOREA)

Kang Seuk-ju is the CEO of CKIPM Marine Group, the Korea dealer for Beneteau, Lagoon and Monte Carlo Yachts of France's Groupe Beneteau, as well as Nautor's Swan sailing yachts from Finland. CKIPM is a leader in the field of waterfront development, including the design, construction and operation of marinas, as well as yacht sales and management.

Traugott KAMINSKI (HONG KONG)

'TK' heads The Italian Sea Group in this region as CEO of T.I.S.G.-Asia, which he founded in 2016. Kaminski entered the yachting industry as CEO of Sunseeker China in 2003, with media billing him as the 'Godfather of yachting in China'. The German represented Sanlorenzo in Greater China from 2013-15 before establishing T.I.S.G.-Asia to exclusively represent the Admiral and Tecnomar brands in Asia. A Tecnomar Evo 120 Ice White Edition aluminium superyacht has been on a 'roadshow' across Asia, leading to several sales in the region.



Bart KIMMAN (HONG KONG)

Kimman joined Camper & Nicholson's Asia as Commercial Director in April 2018, bringing an experienced team of yacht brokers, charter brokers and charter managers. Based in Hong Kong since 1985, he enjoyed a successful career in the financial industry. In 2003, he pursued one of his passions by becoming a yacht broker and five years later founded the first global yacht brokerage in Asia. A MYBA member, Kimman has a wealth of experience and an established track record in yacht sales, yacht charter and yacht management, with a focus on superyachts.



Nino KRISNAN (INDONESIA)

Krisnan is a practicing naval architect, a boat and yacht designer, and Secretary General of Community for Maritime Studies Indonesia (CMSI). He is the founder and CEO of Kakanoo Marine (1999), which is focused on marine vessel design, building, repair and maintenance-related services. Owner of a Corsair F27 trimaran, he sails her often in the company of other sailors and enthusiasts.

Karl KWOK (HONG KONG)

Kwok owns and races two *Beau Geste* yachts including a Mod 70 trimaran that smashed the Rolex China Sea Race record in 2018 and last year set multiple records in Australia and New Zealand, where it's now based. His TP52 won several regattas in the US in 2019 and is now in Europe. Racing since 1975, Kwok is the only Chinese skipper to win the Rolex Sydney Hobart on handicap (1997), and a former President of the Hong Kong Sailing Federation. In recognition of his contributions, the Government has awarded him a Medal of Honour (2011) and Silver Bauhinia Star (2019).



Martin LAI (HONG KONG)

A UIM-licensed powerboat pilot, Lai is committed to establishing powerboat racing in Asia and launched the inaugural Asia Powerboat Championship in Hong Kong in October 2018, using newly-designed and built T750 class boats. Last year, events were held in Macau in May and Singapore in December, when the eight racers included Hong Kong's CK Siu and Kiki Wong, the first Chinese women to compete in powerboat racing. After the event, the Asia Powerboat Association (APA) signed a preliminary agreement to bring APA Race Training to Singapore.



Gulu LALVANI (THAILAND)

Having helped lobby the Thai government to remove taxes on importing yachts, laying the foundation for Thailand to become a maritime hub in Asia, Lalvani envisions Phuket as the 'Riviera of Asia'. In 2005, he opened Royal Phuket Marina, the country's first and only marina to receive the 5 Gold Anchor Marina Award and an International Clean Marina certification. RPM combines luxury waterfront living with a state-of-the-art marina, and has hosted many events, including the fourth and fifth editions of the Thailand Yacht Show in 2019 and 2020.





Lester LAM (HONG KONG)

Lam was appointed a member of the Board of Directors of Camper & Nicholsons International in October 2016 and Chairman of Camper & Nicholsons Asia in May 2017. Son of Dr Peter Lam, he is CEO of Lai Fung Holdings and Executive Director of Lai Sun Development, eSun Holdings and Lai Sun Garment (International), all part of Lai Sun Group. His passion for yachting was developed over the past 20 years as owner of several yachts in both the Mediterranean and Hong Kong for which he obtained related licences and certifications.



Dr Peter LAM (HONG KONG)

Chairman of Camper & Nicholsons International, Dr Lam is also the Chairman of Lai Sun Group, which consists of five listed companies on the Hong Kong Stock Exchange, with businesses ranging from property and hotel development, to restaurants, media and entertainment. He enjoys golfing and boating, being a yacht owner in both the Mediterranean and Hong Kong.



LEE Seng Huang (MALAYSIA)

Lee's yachts include the 100ft *Sun Hung Kai/Scallywag* supermaxi, which was fourth across the line in the 75th Rolex Sydney Hobart Yacht Race at the end of December. Group Executive Chairman of Sun Hung Kai and Co, the Hong Kong-based Malaysian also backed the Hong Kong-flagged *SHK/Scallywag* campaign in the 2017-18 Volvo Ocean Race, which was raced on 65ft one-designs. In 2018, the *Scallywag* fleet expanded after Lee and Fuku Bld CEO Meitatsu Fukumoto bought an Orma 60 trimaran from Sean Langman.

Joshua LEE (THAILAND)

Lee is Managing Director of both Lee Marine and Northrop & Johnson Asia. After founding Lee Marine in 1997, he quickly established it as one of the region's leading yacht dealerships. The company represents Ferretti Yachts, Pershing, Riva and Custom Line of Italy's Ferretti Group, as well as Australia's Riviera. Lee's superyacht sales have included the 69.5m custom-built *Feadship, Samaya*, for an Asia-based client.



Thuy Duong LE (VIETNAM)

For over two decades, Thuy Duong Le has held leading positions in her family's companies, which are focused on real estate, hospitality (including golf courses and resorts), green energy and mining. Owner of a Lagoon 630MY powercat, she is currently developing KN Paradise in Cam Ranh, an integrated resort that will include a marina and help promote the coastal city as a tourist destination. Holds a Master's degree from Maastricht School of Management (2001-03).



NEW

Jean-Jacques LAVIGNE (SINGAPORE)

Lavigne is CEO of Asia Superyacht Development, an advisory firm guiding existing and potential new superyacht owners through issues pertaining to their yacht dreams. Having worked in Japan, he moved to Singapore in the late 1990s, accumulating vast experience in recreational infrastructure and yachting projects across the region. 'JJ' is also very active in sustainability projects and works alongside Asiatique Yachting Supplies in implementing waterways cleaning and maintenance solutions such as Seabin and Jellyfishbot.



NEW

Carmen LAU (HONG KONG)

Lau has been Managing Director and a Board Director at Camper & Nicholsons Asia since 2017, expanding its charter, management and brokerage services to Asia-based customers around the globe. In addition to its Hong Kong headquarters, the company opened an office in Phuket in 2018 and last year appointed brokers in Australia, New Zealand, China and Malaysia. Lau has worked in the superyacht sector since 2004, overseen superyacht builds as an owner's representative, worked for a famous Italian shipyard in Asia, and founded a consultancy.



Hakan LANGE (THAILAND)

Lange is Managing Director of Derani Yachts, which was recently appointed the dealer for Taiwan's Horizon across Thailand, Malaysia and Singapore, and also represents Dominator, Sirena, Fleming and Axopar across various markets. The Swede, who has lived in Asia since 1990, spent 15 years in the merchant navy, holds a Master Mariner's ticket and has extensive experience of pleasure boating and Southeast Asia's cruising grounds.



LI Quanhai (CHINA)

Li has been a World Sailing Vice-President since 2013, having been an International Judge (1998-2012) and Council Member (2006-12). As Vice-President of the Chinese Yachting Association from 2005-18, having been Secretary General for eight years, he was heavily involved in the 2008 Olympics competition in Qingdao. During that period, he was the Asian Sailing Federation's Vice-President (2006-08) then President (2008-10). He helped develop the China Cup and was Director-General of the China Water Sports Administration from 2013-18.



James LI (CHINA)

Li is the founder of Speedo Marine (2003), which is headquartered in Shenzhen and one of China's most active yachting agencies. The company, which has multiple sales and service centres along the coast, represents several brands within Italy's Ferretti Group, Prestige and Jeanneau from France's Beneteau Group, and French cat builder Fountaine Pajot. Recent sales include Prestige 590 and 520 models, and a Jeanneau 64.

Allen LENG (CHINA)

Leng is Chairman and a co-founder of Heysea Yachts, mainland China's most prolific superyacht builder and a fixture in the top 30 of the Global Order Book for 24m-plus yachts since 2014. After majoring in naval architecture from the Huazhong University of Science and Technology, he studied advanced shipbuilding techniques at the Wuhan University of Technology. He lived in New Zealand for four years from 1995 before returning to China, then achieved success in the IT industry before forming Heysea with two partners in 2007.



Roger LIANG (HONG KONG)

Liang is the CEO and founder of Kingship Marine (2004) in Zhongshan, north of Macau and a 90-minute ferry ride northwest of Hong Kong, where the company has its marketing and operations office. Drawing on his father's experience of building commercial craft and acquiring shipyards, Liang was involved in Italian shipyard Baglietto in the 1980s and Green Bay Marine in Singapore in the 1990s before creating Kingship. Recent projects include the Grand Voyager 144 motor yacht and King Cat 80 powercat, launched late last year for use in China.



Black LIU Xu (CHINA)

Liu was a grinder on the China team that finished third in the first SailGP series in 2019. He helped Dongfeng win the 2017-18 Volvo Ocean Race, sailing three of the legs, having sailed four in the 2014-15 edition when the team was competing for the first time. Liu qualified to be a member of that first Dongfeng challenge after an exhaustive and exhausting selection process, having been inspired by an uncle in China's national sailing squad.



NEW

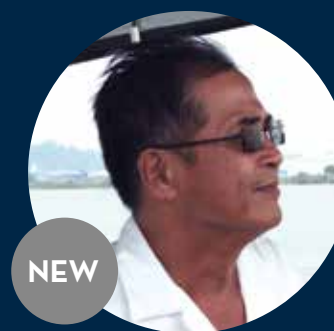


Hans LO (HONG KONG)

Deputy Director of CL Yachts, Hans Lo is a fifth-generation member of the family that has owned Cheoy Lee, with the shipyard his playground while growing up. Having studied civil engineering in Canada, Lo returned to Hong Kong in 2010 to work at Cheoy Lee as a Production Manager. After years in manufacturing, he shifted towards marketing and in 2018 helped launch the company's new brand, CL Yachts. With an established market in the US, Lo now has eyes on the Asia-Pacific and is building the brand's presence across the region.

Martin LO (HONG KONG)

A Director of Cheoy Lee and its new luxury motor yacht brand, CL Yachts, Martin Lo is one of Asia's most knowledgeable and experienced boat builders. A graduate of the Rhode Island School of Design, Lo is one of eight brothers who are Directors at Cheoy Lee and the fourth generation of the family that founded the business in Shanghai. Among three brothers based at the Doumen shipyard, west of Hong Kong, Martin has long been a key figure on the production side, even helping Lloyd's with its fibreglass quality-assurance programme in the 1980s.



NEW

YP LOKE (SINGAPORE)

On the industry front, Loke is Chairman of the Singapore Boating Industry Association and a Vice-President on the Executive Committee Board for ICOMIA (International Council of Marine Industry Associations). A naval architect by training, he heads up Spinnaker International, which consults on boating and marina matters. He serves as Vice-President on the Raffles Marina General Committee.





John LU (TAIWAN)

Lu is President of Horizon Yachts, which he co-founded in 1987 in Kaohsiung, where it now has four sites, including a marina. Since entering the 80ft market in 1994, the builder has produced more than 200 yachts over 24m, establishing itself as one of Asia's most prolific superyacht builders and a regular in the Global Order Book's top 10. Horizon is the only Asia-based member of SYBass (Superyacht Builders Association), and its key markets are North America, Australia and Europe.



Dominique MACHTELINCKX (THAILAND)

Machtelinckx worked with Infinite Yachts in France before opening an Asia office in Phuket in 2017 and another in Pattaya last year. Infinite Yachts Asia is the Thailand dealer for multiple brands including Sunreef catamarans, Ocea Yachts and Pirelli Teonorib. Born and raised in Normandy, Machtelinckx was a competitive sailor before becoming a Captain on large sailing monohulls and then fast motor yachts, having come through the famous Merchant Navy School in Saint Malo.

Peter MAHONY (HONG KONG)

General Manager of Benetti Asia since 2017, Mahony oversees sales, client relationships, after-sales and marketing. The Brit's three decades in marketing and sales includes working in the UK for both Sunseeker and Princess – including the start of the Plymouth builder's M Class superyachts – then also for both British shipyards in Singapore before his move to Hong Kong. Benetti's sales last year included a 65m custom build that will be the first superyacht to fly under Chinese flag, with a certificate issued by the China Classification Society.



Chanyo MANAKULSAWASD (THAILAND)

Since mid-2019, Chanyo has been Country Manager of Lee Marine, the Thailand dealer for Ferretti Yachts, Pershing, Riva, Custom Line and Riviera, and also Regional Manager, SEA, of Leading Yachts of the World. An engineer, he started his career with Caterpillar and after five years joined MTU as Sales and Marketing Manager, supplying marine engines. He was Thailand Country Manager for Emerson, a manufacturer of industrial products, for seven years before joining the luxury yachting industry in 2015 with Azimut Yachts Thailand.



NEW

Craig MURPHY (THAILAND)

Murphy has sold well over 20 Sunseekers as the British yard's long-time dealer in Thailand, where he's actively expanding the Sunseeker charter fleet. The Australian has been in Phuket for three decades, having spent 10 years running marine operations for Aman Resorts before setting up Max Marine Asia in 2006. Murphy started out as an apprentice shipwright in Sydney, then lived in the UK and worked with Sunsail in the Mediterranean before moving to Asia.



Matthew NA NAGARA (THAILAND)

Matthew is Chairman of the Thai Yachting Business Association (TYBA), which raised its international profile last year by organising the first Thailand Charter Week, held in November. Matthew and his father, Surgeon Admiral Suriya (RTN), are leading the development of Port Takola Yacht Marina in Krabi, which started preliminary operations in early 2017. Port Takola is eventually expected to feature 280 berths and be the focal point of a low-density, low-rise residential and commercial complex.



Mom NARDONE (PHILIPPINES)

Purveyor of over 60 international luxury brands, Nardone is aiming to revolutionise the luxury and yachting industries in Southeast Asia with his company Sustainable Charters. His motto is 'direct source, less middlemen' for more tailor-made attention to high-end customers. He has over 30 years of experience in the hospitality industry, with offices in Hong Kong, USA, Singapore and the Philippines. His upcoming projects include a luxury marina with berths up to 200ft, a private airlines operation and a private marina in Manila Bay.



NEW

Duc Thuan NGUYEN (VIETNAM)

After 17 years in the shipbuilding industry, Thuan established his first company, Vietyacht, the exclusive dealer of Jeanneau, Prestige and Fountaine Pajot in Vietnam. In January 2018, he founded VietyachtClub to provide charter services and in late 2019 launched a 1,000sqm indoor-outdoor showroom in Ha Long City, site of the head office, which is supported by sales branches along the coast. Thuan is also the founder of Luxyacht, appointed the exclusive dealer of Ferretti Yachts, Pershing and Riva in mid-2019.



NEW



NEW

Huu Hon NGUYEN (VIETNAM)

Hon Nguyen is the head of SR Media, publisher of Luxuo Vietnam and WOW (World Of Watches) Vietnam, and renowned for organising lavish yachting events from the Mekong Delta to Halong Bay. Hon is closely monitoring the numerous yachting developments in Vietnam, supporting the growing number of yacht dealers representing the world's major leading luxury yachts builders, and promoting the new marinas set to open along the coast. A special Vietnamese edition of *Yacht Style* will be published twice a year from 2020 onwards.



NEW

Minh Tuan NGUYEN (VIETNAM)

As founder of Kem Nghia, Tuan is the 'nail clipper king' in Vietnam, due to the enormous export sales of his company's products, especially to the US. He's also one of the first developers of boating in the country, as founder and Chairman of the Saigon Yacht Club. His yachting life started in 2005 with a 30ft fishing boat he bought through a friend in the US. Enjoying small, versatile boats for use on the Saigon River and in the Mekong Delta, he has so far bought 11 yachts from 30-40ft, with a new Galeon 360 Fly expected to arrive early this year.



NEW

Thien Tuan NGUYEN (VIETNAM)

Tuan is Chairman and CEO of Construction Investment and Development Corporation (DIC Group). With determination, vision and drive, he has turned a Ministry of Construction company into a dynamic corporation with sustainable development growth. Vung Tau-based DIC group is involved in several marina projects between Vung Tau and Ho Chi Minh City, including Swan Bay Marina Villas. With son Cuong, Tuan enjoys fishing on his newly acquired Bénéteau Barracuda 9 and is looking at other Beneteau power boats.



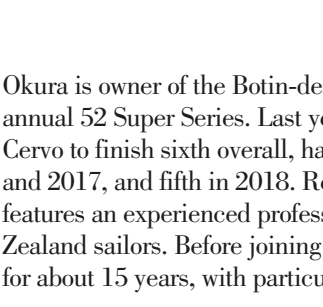
Tony NIXEY (THAILAND)

As a fully trained Volvo Penta technician, Nixey moved to Dubai in the mid-1990s and became Marina Manager of the prestigious Dubai Creek Golf and Yacht Club. In 2004, he arrived in Phuket where he established Go Boating Thailand, an exclusive dealer for UAE-based Gulf Craft's four brands – Majesty, Nomad, Oryx and Silvercraft – as well as American brand Formula.



OH Kean Shen (MALAYSIA)

Oh is the founder of Pen Marine. After three decades of promoting yachting in Malaysia, he has partnered Jean Bernard Boura to form Pen Aviation. Oh is currently the Sub-committee Chairman of the Association of Marine Industries of Malaysia.



Takashi OKURA (JAPAN)

Okura is owner of the Botin-designed TP52 *Sled*, which competes in the annual 52 Super Series. Last year *Sled* won the circuit's final event in Porto Cervo to finish sixth overall, having finished third in 2015, seventh in 2016 and 2017, and fifth in 2018. Representing New York Yacht Club, *Sled* features an experienced professional crew including several former Team New Zealand sailors. Before joining the series, Okura raced at top grand prix level for about 15 years, with particular success in Farr 40 and Melges 32.



NEW

Thank Duy NGUYEN (VIETNAM)

After spending 10 years in the luxury industry including three years as Sales Director of Rolls-Royce, Duy recognised the growing demand within Vietnam for luxury products and lifestyle. In 2017, he entered the yachting industry as Sales Director of Azimut Yachts Vietnam before becoming partner and General Manager of AsiaMarine Vietnam, a joint venture with Hong Kong-headquartered AsiaMarine. Duy's ambition is to create a professional yachting model for clients from sales to service to charter, supported by AsiaMarine colleagues around the region.



Ray ORDOVEZA (PHILIPPINES)

Ordoveza has long been one of Asia's best-known big-boat skippers on both the Asian and international sailing circuits. A former Commodore of the Manila Yacht Club, this veteran yachtsman won the IRC Racing Class in the Subic to Boracay Race in 2013 on his Excel 53 *Karakoa*.



Olivier PAYEN (THAILAND)

Olivier Payen is the founder of Phuket-based Asia Yacht Agency, which specialises in charter and brokerage, and is the Thailand dealer for Zodiac, Bombard and Avon ribs. Payen has been in the boating business for over four decades and based in Phuket since 2005. He started sailing as a youngster in France then began his yachting career managing and chartering sailing boats around Europe, gradually moving further 'abroad' through Taiwan, Hong Kong, the US, Caribbean, England, Philippines, Indonesia and Thailand.



Frank PONG (HONG KONG)

A passionate sailor since 1975, Pong is one of Asia's best-known big-boat skippers, having raced various yachts named *Jelik* with notable success. Now in his mid-70s, he has been less active in Southeast Asian regattas of late, but continues to be a mentor to sailors, especially in China – Horace Chen was among his crew in last November's China Cup, Pong's 13th in succession. Pong was the first Chinese Commodore of the Royal Hong Kong Yacht Club and his family business owns UK Sailmakers' biggest production loft, situated in Tuen Mun.

Napong PARIPONTPOCHANAPISUTI (THAILAND)

Napong is the Managing Director of Ocean Property, which owns and operates Ocean Marina Yacht Club in Jomtien in the Gulf of Thailand, as well as the Ocean Marina Pattaya Boat Show and Top of the Gulf Regatta. Napong has overseen recent expansions of the marina, which is now the largest in Southeast Asia and was named Best Marina Development at the 2018 Christoffle Yacht Style Awards in Phuket.



Andrew PITCHFORD (HONG KONG)

Pitchford has been Ferretti Group's Sales & Marketing Manager Asia Pacific, responsible for growing the presence of the Group and its eight brands across the region, since early 2019. The Englishman arrived in Hong Kong in early 2017 to take up a role as General Manager Asia Pacific for Princess Yachts, having worked as a broker for one of the British builder's UK dealers earlier in his career. Pitchford has worked in the luxury yacht sector since 2007.

Richard POPE (THAILAND)

A UK-born entrepreneur, property developer and businessman with over 30 years of industry experience, Pope is the Chief Executive Officer of Infinite Luxury and Kata Rocks, which hosts the annual Kata Rocks Superyacht Rendezvous each December. Pope has developed and managed successful construction and real-estate companies, initially in London's most prosperous areas and more recently in Phuket. He is also the Chairman of Hemisphere, a superyacht management company, based in Monaco.

Jean-Marc POULLET (SINGAPORE)

Former Senior Partner with McKinsey & Co, Poullet joined Burgess in 2015 as Chairman for Asia. Under his leadership, Burgess expanded in Asia with offices and partnerships in Singapore, Hong Kong, Japan and Thailand. An experienced yachtsman, he owns a 33m yacht and has cruised extensively throughout Southeast Asia.

Kriss PRAMONO (INDONESIA)

Having graduated in tourism in Taipei, Pramono began his career at Quicksilver Cruise Bali, coordinating the build of two wave-piercer catamarans. The business was presented with a Signing Blue certificate by WWF Indonesia. In addition, as Managing Director of Batavia Sunda Kelapa Marina in Jakarta since 2014, Pramono seeks to promote a new nautical lifestyle while preserving Indonesia's rich marine and maritime heritage.



PARK Chulhun (KOREA)

A former Senior Exterior Designer at Palmer Johnson, Park has been Chief Designer at the Latitude shipyard in Latvia since 2018 and his creative juices keep on flowing. Last year, he earned attention for his stunning Valkyrie concept, a 229m trimaran – yes, metres not feet – that would accommodate 52 guests and 92 crew. Park studied industrial design at Kookmin University in Seoul and vehicle design at the London's Royal College of Art, before spending four years with Palmer Johnson in Monaco (2011-2015) then setting up Chulhun Design (2016).



Luke PRINCE (PHILIPPINES)

Based in Asia since moving from California in 2006, Prince worked in Hong Kong for two of Asia's leading dealerships before opening and leading the Sunseeker Philippines office and shipyard in Subic Bay Freeport Zone, which has the only full-service shipyard catering specifically to the British builder's range. Prince has been working in the marine industry since completing college, where he was a quarterback. He enjoys golf and even contemplated a professional career in the sport.



Pierre PRINGIERS (SRI LANKA)

Belgian entrepreneur Pierre Pringiers built his success on tyre manufacturing. After the 2004 tsunami, his 'Building A Future' foundation' helped rebuild Sri Lanka's maritime industry. In 2014, Sail Lanka Yachting Group realised his vision to position the country as a hub for yacht building and chartering. SLYG has 350 workers, three 100,000sqft facilities, operates three mini-marinas, partners in two yacht-building JVs and owns a fleet of sailing catamarans including the 88ft Ocean Diamond 27.

Mark ROBBA (INDONESIA)
Director of Indonesia's biggest glove manufacturer, Robba was the creator and original owner of the 51m Phinisi *Dunia Baru*, one of Asia's foremost charter yachts and immaculately maintained by an 18-strong crew since its launch in 2014. A hands-on owner until selling the yacht at the end of 2019, he commissioned its construction at Konjo Boat Builders, where it took eight years to build his teak-and-ironwood dream boat. An American and also an Indonesian citizen, Robba funded the Dunia Baru Learning Center in Raja Ampat that opened late last year.



Ray ROBERTS (AUSTRALIA)
Roberts' win on *Team Hollywood* at the 33rd Phuket King's Cup in December was the latest in a catalogue of trophies across Asia. Since winning the 1996 King's Cup, he has won almost all the region's major regattas including China Coast, China Cup, Raja Muda, Singapore Straits, Koh Samui, San Fernando, China Sea Race, Royal Langkawi, Top of the Gulf and others. The Australian has campaigned several TP52s, a DK46, Farr 520D and others. Roberts is CEO of Workforce International Group, owns a sailing school in Sydney and plans to open one in Thailand.



Jerry ROLLIN (PHILIPPINES)
A World Sailing-appointed International Race Officer (IRO), Rollin was the Competition Manager and an International Technical Officer for the 30th Southeast Asian Games sailing competition at Subic Bay in December 2019. He has officiated at dozens of different events across Asia including King's Cup, Raja Muda, Boracay Cup and Chairman's Cup (President's/Commodore's Cup). Rollin is currently Secretary General of the Philippine Sailing Association and Chairman of Phinsaf, as well as the upcoming 20th edition of the Philippine Hobie Challenge.



Firman SANTOSO (INDONESIA)

Mohamad Firman Santoso comes from a maritime family, which in 1982 founded a marine tourism and yacht charter operation in Jakarta that later expanded to Bali and Lombok. A real estate consultant, architect and urban planner, Santoso is active in CMSI (Community for Maritime Studies Indonesia), whose programmes include *Ayo Berlayar* (Let's Go Sailing), promoting affordable sailing and maritime awareness. CMSI organised the first 'Indonesia Boating Gathering' at Indonesia International Motor Show 2019 in Jakarta.

Christophe SAUNE (HONG KONG)

After several years in the automotive industry, Saune moved from Shanghai to Hong Kong in 2014 to manage the Asia-Pacific operations of Poralu Marine, a global leader in marina design and construction. Due to the company's diversity of projects, the Frenchman has developed his expertise across integrated waterfront developments, marinas, watersports facilities and other sectors. Saune is driven to expand the regional profile and portfolio of Poralu Marine, which has worked on leading yachting developments across Australasia, China and Southeast Asia.



Patti SEERY (INDONESIA)

Seery is renowned in Asia for boosting the charter market for luxury phinisi with the launch of the 50m *Silolona* in 2004, which set the standard for five star-cruising in Indonesia. *Silolona* was joined in 2012 by the 40m *Si Datu Bua*, also built by the Konjo boatbuilders of Ara in Sulawesi to German Lloyd's standards of safety and comfort. Seery moved to Indonesia in 1983 and immersed herself in local culture. Her passion for the art, history and cultures of the Indonesian archipelago shine through in both yachts, which are often chartered together.





NEW

Boum SENOUS (INDONESIA)

Senous is co-founder and Director of Operations at Yacht Sourcing. A sailor for most of his life, the Belgian arrived in Indonesia a decade ago, learning his trade in yacht and charter management, and finding his calling in phinisi construction. Senous – who speaks several Indonesian dialects as well as French and English – manages the design and development of new builds, as well as refits, in Yacht Sourcing’s shipyard in Bira, Sulawesi. He also oversees the company’s technical and service teams, and its growing luxury yacht charter division.



Dr Malav SHROFF (INDIA)

Shroff, 45, has been President of the Asian Sailing Federation (ASAF) since 2013, having been President of the International 49er Class for eight years. Shroff said ASAF “will hopefully set a benchmark in sports” after approving a pledge last October to ban all single-use plastic from sailing events in Asia including at the 2022 Asian Games. His sporting CV includes sailing a 49er with Sumeet Patel in the 2004 Olympics in Athens and coaching at Beijing 2008. A Rhodes Scholar, he did a four-year stint with McKinsey & Co in New York before returning to India.

Mike SIMPSON (HONG KONG)

Mike Simpson is a pioneer of Asia’s yachting industry and has played a leading role in the growth of the yachting lifestyle across the region since he founded Simpson Marine in 1984. He developed Simpson Marine into the largest new-yacht sales, brokerage and service company in Asia, now with 12 offices across seven countries and over 100 staff. A distributor for Sanlorenzo, Fairline, Beneteau, Lagoon and Aquila, Simpson Marine also has dedicated superyacht and charter divisions. Mike is passionate about sailing, exploration and flying vintage planes.



Tanyuta ‘Jojo’ SINGHMANEE (THAILAND)

Managing Director of Asia Pacific Superyachts, ‘Jojo’ co-founded the company with Gordon Fernandes in 2008 and has helped arrange the visits of many of the biggest superyachts to enter Thailand. With a Master’s degree in Human Resources Management from UMDC University in Phuket, she maintains strong local connections with marine and government authorities, and is on the Board of Directors of the Thai Yachting Business Association (TYBA).

Lies SOL (THAILAND)

An experienced sailor and Board Member of the Thai Yachting Business Association, Sol has been a Retail Charter Broker and Charter Manager for Northrop & Johnson (SEA) since last May, having worked for the brokerage in a different franchise for 4½ years before a year with C&N Asia. From 1989, she worked on large yachts for 15 years in the Caribbean, Florida, Bahamas and Asia-Pacific. Moving ashore, she worked in Phuket as a PR Manager for a resort and a yoga instructor, organised regattas and sailed in an all-women’s team.



NEW



NEW

Rico STAPEL (THAILAND)

Stapel is the co-founder of YCN.asia, an innovative B2B marketing platform to promote and streamline the charter of yachts in a day charter setting. YCN (Yacht Charter Network) produces a magazine that’s distributed in villas and five-star resorts, and features QR codes that users can scan to access concierge-like assistance, with the charter agent put ‘up front and centre’. YCN.asia is the accumulation of experience Stapel has gained developing the charter departments of Simpson Marine and Boat Lagoon Yachting, and working with private yachts.

Nick STRATTON (HONG KONG)

Based in Asia for 10 years, Stratton heads up the Sanlorenzo Asia division within the Simpson Marine group. The Italian builder has enjoyed substantial growth in both north and south Asia in recent years, with many notable sales. Formally Simpson Marine’s Country Manager for Singapore, Stratton has sold more than 200 yachts in Asia. A keen yachtsman, he enjoys his time on the water and sharing his passion with his clients and colleagues.



NEW



Edward TAN (SINGAPORE)

Tan has been with Hong Seh Motors since 1997 and, upon his graduation from the University of Denver, served as Executive Director of Hong Seh Company from 2000. In 2008, he started Hong Seh Marine to diversify the business. Today, the marine division of Hong Seh Company represents Ferretti Yachts, Pershing and Riva of Italy’s Ferretti Group, as well as Boston Whaler.



Vincent TAN (MALAYSIA)

Founder of Berjaya Corporation, a diversified conglomerate listed on the Malaysian stock exchange, Tan is now the co-owner of *Asean Lady*, the 88m proa-hulled megayacht built by Brian Chang’s Yantai Raffles. Tan, who entered the Forbes billionaire list in 2010, started amassing his fortunes after buying the McDonald’s franchise for Malaysia in 1980 when just 28. His business interests include property, hospitality, gaming, education and financial services. He is also the owner of Cardiff City and other football clubs in Europe and the US.



NEW

Wicky SUNDRAM (MALAYSIA)

Executive Director of Phuket Boat Lagoon, Sundram is currently overseeing the rebranding of the marina, having managed its strategic marketing and new business development since May 2016. Soon after moving to Thailand, the Malaysian was awarded Certified Marina Professional status by the Global Marina Institute. Sundram was formerly Executive Director of Royal Langkawi Yacht Club, where he worked for 18 years, helping to develop it into Malaysia’s largest marina (250 berths) and host the Royal Langkawi International Regatta since 2003.



Vincent TABUTEAU (THAILAND)

A pioneer of Thailand’s yachting industry, Tabuteau is CEO of Asia Marine (1989), one of Southeast Asia’s longest-established marine tourism companies. The company’s services include charter (motor, sail and super yachts), central charter agency, yacht management, brokerage and new yacht sales, as a dealer for Numarine, Galeon and Bali Catamarans. Tabuteau is Vice President of the Thai Yachting Business Association, organiser of the Thailand Charter Week. As a partner of AsiaMarine, he has been a representative of Fraser since 2018.

TAN Xuguang (CHINA)

Tan is Chairman of the SHIG-Weichai Group, which in 2012 acquired a controlling interest in the Ferretti Group with a total investment of €374 million as he became Chairman of Ferretti S.p.A. The Ferretti Group retained its key management team, headquarters and production bases in Italy. Last September, Tan attended the fifth Ferretti Group Private Preview at Monaco Yacht Club, where Prince Albert II, Samuel L Jackson and Magic Johnson were also in the audience as Lionel Richie performed on stage.



Arthur TAY (SINGAPORE)

As Chairman of the SUTL group of companies headquartered in Singapore, Tay is also CEO and Executive Director of SUTL Enterprise, a marina developer and operator, and owner of the ONE°15 brand. Since the flagship property at ONE°15 Marina Sentosa Cove launched in 2007, the brand has expanded to the USA, China (three marinas), Malaysia, Thailand and Indonesia.

Tay, who owns an Azimut 116, is a driving force behind the Singapore Yacht Show, which will celebrate its 10th edition at ONE°15 Marina Sentosa Cove from March 19-22.



NEW



TEE Tzer-yu (TAIWAN)

A qualified naval architect, Tee co-founded Amal Yachting in 2014 and quickly developed it into one of Taiwan’s leading yacht dealers, representing the likes of Leopard, Absolute, Delta and Axopar. Last year, Amal joined the Ferretti Group distributor network as it became the exclusive dealer in Taiwan for Ferretti Yachts, Pershing and Riva. Adamant that yacht sales “should not be limited to a one-day transaction”, Tee is focused on offering the best products, experiences, after sales and customer service, “so clients can enjoy the luxuries of boat ownership”.



Anil THADANI
(SINGAPORE)

Thadani is an explorer, a photographer of wildlife – especially polar bears – and motoring enthusiast, as well as Chairman of Symphony Asia Holdings. An experienced scuba diver and skipper, he cruised through the Northwest Passage in both 2014 and 2015 on his 45m *Latitude*. In 2016, he circumnavigated the Svalbard archipelago in the Norwegian Arctic, celebrating his 70th birthday on an ice floe 400 miles from the North Pole. In 2019, he did a 30-day cruise through the Forgotten Islands, the Spice Islands of the Banda Sea, ending up in Raja Ampat.



Simon THESEIRA
(MALAYSIA)

Simpson Marine's Malaysia Country Sales Manager, Theseira has sold more than 150 boats since he joined the company in 1998, and is renowned for his sales of Lagoon catamarans. He is now also driving the sales of Aquila powercats and has opened a successful Sanlorenzo chapter in Malaysia. Raised in Penang and now based in Port Dickson, he has extensive knowledge of power and sailing yachts, as well as the coastal cruising grounds of Malaysia, Thailand and Singapore. He is fluent in English, Malay and Chinese.

TONG Yui-shing (HONG KONG)

Tong, 60, has been President of the Hong Kong Sailing Federation since December 2016 and was highly visible at the Volvo Ocean Race's first-ever stopover in Hong Kong in January 2018 when locally-flagged entry *Sun Hung Kai/Scallywag* was the first yacht to arrive from Melbourne. Tong is a catamaran and Neckra sailor who was in his mid-50s when he won a Hobie 16 bronze medal with Tong Kit-fong in the 2014 Asian Games in South Korea, helping secure sailing's elite status at the Sports Institute.



Lai TRINH (VIETNAM)

Lai, who grew up in Denmark, is the nightlife dynamo who created the ROS (River of Saigon) Yacht Club, an all-day 'dining and river lounge' by the Saigon River with its own pontoon. He has created many restaurants and nightclubs including the first skybar in Vietnam, Chill Sky Bar, and the first Japanese restaurant lounge, Sorae, and is the founder and Chairman of Elements Management Group (2017). Lai learnt about F&B from the age of 15 and by 25 had opened nine restaurants and coffee shops in Denmark.



WANG Chaoyong (CHINA)

Wang's latest yachting venture is as a principal in T.I.S.G.-Asia, which represents The Italian Sea Group-Asia and its Admiral and Tecnomar brands in the region. The investment guru made his first big move into yachting as founder of China Team, which became the first Chinese entry in the America's Cup's when it competed in the 2007 Louis Vuitton Cup. Wang is the founding Chairman and CEO of ChinaEquity Group (1999), a China-based independent venture capital firm focusing on the technology, media and telecommunications sectors.



WANG Jianlin (CHINA)

One of China's wealthiest men, Wang is founder and Chairman of the Dalian Wanda Group, which acquired ownership of British luxury yacht builder Sunseeker International in 2013 in a deal worth GBP320 million. Under Wanda's ownership, and with increasing sales into the US and Asia-Pacific, the yard's fortunes have continued to show strong growth since 2015. Today, Sunseeker currently employs about 2,500 people and each year produces around 150 boats (38-161ft).



Rock WANG (CHINA)

After a successful year as China Chief Representative of Burgess and heading its Shanghai office, Wang moved to Netherlands in early 2019 to join another premium brand, Feadship, as its Representative Asia. Wang has been involved in some of the biggest superyacht transactions in this region in recent years. He has extensive experience and knowledge of yachting industry, especially in the China market. Before Burgess, Wang was the China Chief Representative and a yacht broker for Edmiston for six years.



Adam WATERS
(HONG KONG)

Waters has been General Manager of Princess Yachts Greater China since 2015 and the Australian heads a strong operation that has been based in the prestigious Centrium building in Central since 2018. A joint venture by Hong Kong-based conglomerates Dah Chong Hong and Chow Tai Fook, the company is the British yard's dealer in Hong Kong, mainland China and Macau, and also offers brokerage and charter. Waters previously represented Fairline in Asia Pacific, after managing his own dealership in Australia for over a decade.



Paul WHELAN
(INDONESIA)

Whelan is Simpson Marine's Country Sales Manager for Indonesia, having spent six years with the company in Singapore. The Australian has over 30 years of marine industry experience, covering boat building, working on superyachts, business and sales. A qualified Master Class IV Captain, Whelan has logged extensive sea miles, including lengthy periods in Asia on board 60m-plus yachts.

Kevin WHITCRAFT (THAILAND)

President of the International Optimist Dinghy Association (IODA) and President of the Phuket King's Cup Organising Committee, Whitcraft campaigns a TP52 in Southeast Asian regattas and won the King's Cup in 2016 and 2017. The American is CEO of the Thailand-based RMA Group of businesses that operate in many industries including the automotive, heavy equipment, power generation, engineering, hotel and food sectors, employing over 7,000 people across Southeast Asia.



Kris WILUAN (INDONESIA)

Owner of Nongsa Point Marina and Resort in Batam, a ferry ride from Singapore, Wiluan is the Chairman and CEO of Citramas Group and KS Energy, and Chairman of the Indonesia-based Del Institute of Technology's Board of Governors. A martial arts and sailing enthusiast, he is the President of the Asean Taekwondo Federation and Indonesian Sailing Association, Riau Porlasi. In 2019, he received the Satyalancana Medal from the President of Indonesia.



Thomas WOO (HONG KONG)

Woo founded Absolute Marine in Hong Kong in 2014 and is one of Absolute's most successful dealers. Woo is also Managing Director of Marine Italia, which he co-founded with Paul Grange in 2015 and is the exclusive Azimut Yachts dealer for Hong Kong, Southern China, Macau, Taiwan and Singapore – and the Italian builder's leading dealership in Asia. The pair also set up their own shipyard company, Marinotec, in Shau Kei Wan in 2016. An avid yachting fan, Woo is very hands on and technically minded, and enjoys boating with friends and clients.



Mark WOODMANSEY (HONG KONG)

Based in Hong Kong since 2003, Woodmansey joined Burgess in 2015 and last year was promoted to Head of Brokerage, Asia. He enjoyed a standout 2018, helping three clients to buy 50m-plus superyachts including one of the year's top-10 brokerage transactions, while 2019 was another good year for the team with the sale of the 49m *Lohengrin* and several 50m-plus purchases. The Brit worked on private and charter sailing yachts in the Mediterranean and Caribbean before moving to Hong Kong, where he spent over a decade with Simpson Marine.

XU Lija (CHINA)

Olympic gold medalist 'Lily' XU has 1.4 million followers on Weibo, due in large to her Laser Radial triumph at London 2012, where she was China's flag bearer at the closing ceremony. Xu was named 2012 Rolex World Sailor of the Year along with Ben Ainslie. Competing in Laser Radial through to Rio 2016, her career highlights included gold at the World Championships and Asian Games in 2006, silver at the Worlds in 2008 and 2012, and Olympic bronze at Beijing 2008. From 2013 to 2019, she studied at the University of Southampton then Solent University.





NEW

Kara YEUNG (HONG KONG)

Yeung is Chief Executive of the Hong Kong Cruise and Yachting Association, organiser of the annual International Cruise and Yacht Festival since 2018 and the driving force behind the upcoming Superyacht Management Services Centre in Tsing Yi, announced last year. Having worked in the cruise industry since 2006, Yeung is well versed in the maritime industry and policies in China and Hong Kong, and now seeks to link the merchant marine, cruise and yacht sectors.

Vrit YONGSAKUL (THAILAND)

Vrit has developed Boat Lagoon Yachting into one of Asia's largest yacht importation, distribution and after-sales organisations since its establishment in 1994. Today, his company operates across five countries and represents brands such as Princess, Burgess, Sacs and Jeanneau. In recent years, the company has invested in bringing in the latest yachts, ranging from 45-100ft. The recent partnership with Burgess expands Boat Lagoon Yachting's operations into the superyacht sector.



Ambrous YOUNG (HONG KONG)

At the turn of the year, Young still owned the 65m *Ambrosia*, his third Benetti after 45m and 55m models of the same name. Last September, however, Camper & Nicholson's announced it had been appointed as Central Agent for the sale of *Ambrosia*, which was delivered in 2007 and had a full refit in 2017. Prior to his Benettis, Young bought a 30m Azimut Jumbo (1990) and soon after purchased shares in the Azimut-Benetti Group. Young, who splits his time between Taiwan and Hong Kong, is a founding member of The International SeaKeepers Society.



Joe YUEN (HONG KONG)

Yuen, the founder of JW Marine, is Chief Representative, Hong Kong and Macau for Burgess. Born and raised in Hong Kong, he graduated with a Bachelor's degree in Florida. Since 2003, Yuen has been involved in numerous yacht projects and provided yacht management services in China and Hong Kong. He's also an active committee member of the Asia-Pacific Superyacht Association, promoting the region as a yachting and service hub. In his free time, Yuen enjoys watersports like scuba diving, jetskiing, wakesurfing and yachting.



Dr Samuel YIN (TAIWAN)

An experienced offshore yachtsman, Dr Yin is awaiting delivery of the 81m *Sea Eagle II*, Royal Huisman's biggest build to date and the world's largest aluminium sailing yacht at 1,100GT. Designed by Dykstra and Mark Whiteley, and due for delivery early this year, the three-masted flybridge schooner is five times the volume of Dr Yin's current *Sea Eagle*, a 43m sloop Royal Huisman-built sloop delivered in 2015, featuring naval architecture by German Frers and an interior by Rhoades Young.



Enrico ZANELLA (HONG KONG)

Zanella is an airplane pilot and sailor who has been living in mainland China and Hong Kong since 1999. He began sailing at a young age, but spent the first part of his professional life in corporate aviation. He has been the representative for high-end Italian sailing yacht builders such as Wally, Perini Navi and, since 2013, Solaris Yachts. Zanella is a strong proponent of 'Easy Sailing', based on technologically advanced yachts and training methodology in order to expand the knowledge of sailing, even to those who think it's difficult.



NEW



Angel ZHOU (CHINA)

Zhou has been Simpson Marine's China General Manager for over a decade and played an instrumental role in the growth of the Chinese operations across the Shenzhen and Sanya offices. A key figure in the company's successful large yacht and superyacht sales team, she is also heavily involved with the yacht management department. Zhou speaks fluent Mandarin, Cantonese and English, and specialises in customer care. She enjoys travelling and diving, which has led her to explore some remote destinations; she's also an art lover and investor.

ZHANG Xiaodong (CHINA)

As President of the China Yachting Association, 'Madam Zhang' led the CYA's partnership with UK-based Clipper Ventures to create Clipper China, which is developing offshore sail training and events across the country, and building one-design boats to support the programmes. Last May, Zhang was invited to the Clipper Race Training Centre in Gosport to observe the set-up and training, before the 2019-20 edition got underway with three Chinese-sponsored yachts. Zhang won a windsurfing silver medal at the 1992 Summer Olympics in Barcelona.



NEW



David ZHONG (CHINA)

Zhong is CEO of the China Cup International Regatta in Shenzhen, the biggest keelboat event in China and one of the biggest in Asia. Usually held in November, the annual regatta has been held since 2007, has one-design fleets including Beneteau First 40.7, J/80 and FarEast 28R, and in recent years has hosted the World Match Racing Championship and the 2017 America's Cup winners, *Emirates Team New Zealand*. The 2019 edition, which featured 89 teams and 1,100 sailors, was the first to not feature an opening passage race from Hong Kong.



ZHUANG Zhouwen (TAIWAN)

Chairman of Xinliwang International Holding Group, Zhuang is a self-made businessman who rose from a "hard life" growing up in southern Taiwan to becoming owner of the first Azimut S6 in Asia. Zhuang named the yacht *Xinliwang* after his company, which has expanded from being a real estate developer to a multi-national, cross-industry conglomerate. The Azimut S6 was handed over to him in mid-2019 at the new Argo Yacht Club in Tainan City, which has a sister marina in the Penghu islands.



NEW

Godfrey ZWYGART (CHINA)

Zwygart is Marina Director at Sanya Serenity Marina, which in February welcomes the Clipper Race for a second time, having twice hosted the Volvo Ocean Race (2012, 2015) since his arrival in 2010. In 2018, the 325-berth marina became Asia's first to be awarded Platinum status by the Global Gold Anchor Scheme. Trained in the French Navy, Zwygart has spent over 30 years in the marine industry including as a superyacht Captain and chief engineer. Having also lived in Taiwan, he speaks fluent Mandarin and is a recognised yachting authority on China.



NEW

Brian ZHUANG (CHINA)

Zhuang is the owner of Shenzhen-based Omnia Marine, a distributor for Sessa of Italy, Galeon of Poland and Dufour of France, among other brands. In 2015, he bought Sessa Marine, the Bergamo-based shipyard created by the Radice family in 1968.

EXTRA SPECIAL

With men dominating our Top 150, Yacht Style has made room to recognise some of the industry's most dynamic women, with their place of work listed in brackets.



Beatrice BARALDINI (HONG KONG)

Baraldini has been working for Ferretti Group Asia Pacific since January 2015, first as a Marketing Specialist then as Communication Manager since 2019. As well as Italian and English, she speaks fluent Mandarin after studying Oriental Language and Culture in Venice, and living in Shanghai and Nanjing on exchange programmes. Baraldini was a sailing instructor in her native Italy, and has also studied and worked in London.



Maria CARILLO (HONG KONG)

After working in the hotel industry, Carillo joined Club Marina Cove in Sai Kung in 1990. As Assistant General Manager, she manages the clubhouse and the marina, which represents 1,500 members and nearly 350 boats. She has organised 23 editions of the Hong Kong International Boat Show and is now preparing for the upcoming event in April. The marina is also a popular venue for private shows organised by individual dealers and brands.

Michelle De Jong (SINGAPORE)

Born and raised in Shanghai, De Jong moved to Singapore in 2007 and joined Boat Lagoon Yachting in June 2016 as Group Marketing Manager, overseeing all the marketing initiatives in Southeast Asia. With over 20 years of marketing experience in Asia, Ma-de Jong has held various senior positions in multinational companies such as Nivea, L'Oréal and LVMH, earning extensive exposure in the region and in-depth experience in the luxury industry.



Mathilde DELFOUR (HONG KONG)

Currently Asia-Pacific Sales Manager for Jeanneau, Delfour will succeed Paul Blanc as Asia Pacific Sales Director for Jeanneau and Prestige in April. She developed her love for the sea, sailing and surfing along France's west coast near Bordeaux. Graduating from Kedge Business School, she joined Groupe Beneteau's sales and marketing division in Annapolis, USA in 2012 before joining Jeanneau in Hong Kong in 2015.



Violette FUNG (HONG KONG)

Well known in Asian sailing circles, Fung is an Associate Director with Aon and manages its yacht insurance team for Asia, having previously been a broker with Simpson Marine. She is an experienced sailor and last October was part of the Freefire team that won IRC Overall in the Royal Hong Kong Yacht Club Nha Trang Rally. An RHKYC member, Fung has joined the Royal Ocean Racing Club in recognition of her offshore racing experience.



Ling JIANG (CHINA)

Based in Shanghai, Jiang has been the Asia Pacific Marketing Manager for Azimut Yachts since 2016. After studying at universities in Shanghai and Wuhan, she started her career as an accountant. Since 2001, her roles have included Business Development Manager for Italian fashion brand Furla (three years), Marketing Manager for Technogym (nine years) and Marketing Director of fashion brand JH1912 (one year).



Wilse LO (HONG KONG)

Lo has been Asia Pacific Regional Marketing Manager for Princess Yachts since 2017, having been Assistant Marketing Manager at Simpson Marine, where she spent seven years. Her role with Princess includes developing the British builder's market share across Asia-Pacific by leading its marketing strategy and promoting and positioning the brand, while supporting distributors across the region with their marketing campaigns.



Alyona MINORET (THAILAND)

Based in Phuket, Minoret is a Yacht Sales Manager at Boat Lagoon Yachting and its Brand Manager for Sacs. The Russian has worked for the company – which is also a distributor for Princess, Prestige and Jeanneau – since early 2013. Initially in sales and marketing, she has since established herself as one of its leading yacht brokers. In Russia, she worked for Hyatt and W Hotels before moving to Thailand in 2012 to work for Indigo Pearl Phuket.



Della RUGDEE (SINGAPORE)

Rugdee has been a Yacht Broker for Hong Seh Marine since 2016, selling Ferretti Yachts, Riva, Pershing and Boston Whaler. She entered the industry in 2005, mentored by Scott Walker of Asia Pacific Superyachts Singapore, and was an apprentice at a marina, assisting with RYA sailing courses before graduating from Singapore Maritime Academy. From 2011, she worked for Simpson Marine in Singapore and Hainan. Favourite toy? Her Boston Whaler 320 Vantage.



Crystal QIAN (HONG KONG)

Based in Hong Kong since 2018, Qian is Head of Sales and Marketing for Marine Italia, the exclusive Azimut Yachts dealer for Hong Kong, Southern China, Macau, Taiwan and Singapore. She also works for sister company Absolute Marine. In Shanghai, Qian was a regional marketing manager for Azimut Yachts from 2012-16 and previously worked for the likes of Richemont and Prada. She has also worked in Denmark and Switzerland.

Thanaya PLEENARAM (THAILAND)

Thanaya is Managing Director of Thailand's Sky Marine Group, which she co-founded in 2014. The company is the representative for Seastella Aquitalia and also Greenline from Slovenia, which produces motor yachts available in diesel, hybrid or full electric. Sky Marine also offers charter, brokerage and yacht management services. Thanaya has a background in marine equipment sales and holds degrees in mechanical engineering and business.



Ewa STACHURSKA (HONG KONG)

Stachurska is Group Marketing Manager / Strategic Partnerships at Simpson Marine, having initially joined the company in Shanghai in mid-2015. She is responsible for corporate PR, as well as regional marketing and events for Sanlorenzo, Bluegame, Fairline, Beneteau, Lagoon and Aquila. Having studied in Gdansk, she worked for Sunreef catamarans from 2007 to mid-2015, initially in Poland and France before moving to Shanghai in 2013.



Hwee TIAH (SINGAPORE)

Tiah is Head of Business Development, Asia for Burgess and recently moved back to Singapore after two years in Hong Kong, having joined the global brokerage in December 2015. After graduating from National University of Singapore with a Bachelor of Business Administration degree, she worked in senior positions within the shipping and marine insurance before joining Burgess. Passions include travelling, yachting and scuba diving.



Laura VERBRUGGE (HONG KONG)

Laura is a Charter Broker and a Yacht Manager for AsiaMarine, working in the regional company's Hong Kong headquarters since January 2018. She has also been a Charter Broker for Fraser since May 2018, after AsiaMarine started representing the international brokerage. Verbrugge hails from France and has quickly built up the company's charter activity in Hong Kong and across the region.



Samantha WIDMER (HONG KONG)

Hailing from the Cayman Islands, Widmer joined Ferretti Group Asia Pacific in Hong Kong in May 2018 as a Marketing Specialist, handling marketing and communications for the region. She holds two professional designations, Certified Public Accountant and Project Management Professional, and has over 12 years' experience in sales, marketing and finance. Widmer won numerous amateur golf titles and is still a scratch handicapper. ✂



Natalie YE (HONG KONG)

Having joined Benetti Asia's Hong Kong headquarters in 2014, Ye is its Marketing Manager for Asia-Pacific and assists its business development in China. In Shanghai, she spent five years working for a Dutch superyacht builder as its Marketing Manager in the region. Ye previously worked in events, including two years with sports marketing giant IMG. She enjoys watersports and holds multiple certificates for diving and motor boating. ✂

