

THE **EDGE**

BURGESS

THE LATEST FROM THE SUPERYACHT WORLD

Spring 2011

SILVERZWEI

The fastest, most fuel efficient, long range yacht in the world

3 FROM 1

Make your marque with a Feadship

EARLYBIRDS

Charter in June



SPRING LOADED

Best choice of large yachts for sale & charter - anywhere

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RECENT BURGESS SALES

LAUREN L	90m	(296.6ft)
MALTESE FALCON	88.1m	(289.1ft)
SUNRAYS	85.5m	(280.4ft)
ALYSIA	85.3m	(280ft)
PROTEKSAN	70.5m	(231.4ft)
ONA	66m	(217.8ft)
LADY BRITT	63m	(206.7ft)
BATON ROUGE	62.5m	(205.1ft)
SECRET	61.2m	(200.8ft)
PHOENIX	61m	(200ft)
AMNESIA	60.0m	(196.9ft)
SENSES	59.2m	(194.2ft)
TALISMAN C	54.2m	(177.8ft)
PEGASO	53.4m	(175.2ft)
BARAKA	53m	(174ft)
TIGRE D'OR	52m	(170.6ft)
TIME FOR US	52m	(170.6ft)
HEESEN	50m	(164ft)
MULTIPLE	50m	(164ft)
LET IT BE	47.8m	(156.8ft)
ELANDESS II	47m	(154.2ft)
ROYAL HUISMAN	43.3m	(142.1ft)
LIBERTY GB	39.1m	(135.1ft)
VANQUISH	36.8m	(120ft)
PERFORMANCE SY	30.5m	(100ft)

A reality check has reshaped the market.

Over the last 12 months, we've seen the market settle after the tremors created by the global economic downturn. The industry is in much better shape than it was a year ago and a different landscape has emerged, shaped by new market forces and pragmatism.

the market

Brokerage

2010 was a mixed year. Although the mid-range sector (40-55m) was encouragingly active, the market for both smaller yachts (20-40m) and large yachts (55m +) was more difficult, with many transactions falling apart because prices could not be agreed. Trading conditions this year are set to remain challenging as a steady stream of new 'priced to sell' vessels continues to supplement the already large inventory of brokerage listings, keeping pressure on prices across the board.

Having said this, from the tail end of last year through the first quarter of 2011, serious buyers and realistic sellers have contributed to healthy sales volumes – an indication that increasing market buoyancy is being driven by a common-sense perspective on supply and demand.

New construction

2010 was not an easy year for shipyards either. With a significant number of vintage brokerage yachts hitting the market at competitive prices, new build clients looking for unrealistic opportunities, and a number of 'spec build' yachts being sold at considerably less than forecast, the sector

has struggled. Although another tough year looks likely, as clients begin to get an accurate sense of what their assets are now worth, it's reasonable to expect a marked improvement in 2011.

Charter

Uncertainty and caution were the main drivers of the charter market last year. After an exceptionally quiet first quarter, a surge of late bookings boosted the main summer season for most yachts – particularly in comparison to 2009. Demand dropped over winter 2010/11 as clients prioritised their summer charters in the Mediterranean ahead of second charters in the Caribbean and Indian Ocean later in the year. With a large influx of new yachts to the charter market, another interesting trend has been the decrease in demand for older yachts. Despite continued pressure on charter rates, 2011 is looking upbeat with a good flow of early Mediterranean bookings and a busy summer season predicted for the majority of yachts, as well as an improved winter season to follow.

Jonathan Beckett,
Burgess Chief Executive

“

The fastest, most fuel efficient, long range yacht in the world

”

Espen Øino
Naval Architect & Designer
Silver Zwei



silverzwei

“

Her 4,000 nautical mile voyage from Dubai to Singapore last year took a record 8 days to complete, at an average of 20.1 knots, without the need for refuelling.

”

Silver Zwei will take your breath away. She is a design and engineering masterpiece, painstakingly created to maximise speed and fuel efficiency, without compromising on comfort, luxury or aesthetics.

The second and most recent superyacht built by Australia's premier large yacht builder, Hanseatic Marine, Silver Zwei is the sistership to Silver. She was designed by naval architect, Espen Øino, working in close collaboration with the founder of the shipyard, a European green technologies entrepreneur.

Devastatingly fast and efficient, at 73.3 metres (240.5ft), her sleek, lightweight hull was in development for nearly five years and is the longest ever built from aluminium. A top speed of 27 knots and a cruising speed of 25 knots, make her the fastest long-range yacht in the world

and she claims true 'green' credentials with the lowest fuel consumption of any vessel in the World's Top 100 list.

Designed and constructed to SOLAS passenger ship regulations, Silver Zwei can carry up to 90 guests for day cruising and she can comfortably accommodate up to 20 guests in nine contemporary ensuite cabins. The magnificent master suite is on the upper deck and has sweeping views forward. The entire upper deck is for the owner's private use, featuring a saloon and secluded veranda terrace.



Out of the blue:

Silver Zwei's ultra long range cruising speeds of approximately 18.5 knots enable her to motor from Monaco to Rio in just 12 days!



“ ”

A truly unique opportunity to acquire a brand new, fast, iconic world cruiser.



silverzwei



VITAL STATISTICS
SILVER ZWEI
73.3M (240.5FT)
LATE 2009 HANSEATIC MARINE, AUSTRALIA
ESPEN ØINO NAVAL ARCHITECTURE & DESIGN
20 GUESTS
PRICE ON APPLICATION



For more information on this exciting new addition to our sales fleet please contact any Burgess office.



NERO 90.1m
EUR 67,500,000



PROTEKSAN TURQUOISE 75m
EUR 57,500,000



SILVER ZWEI 73.3m
POA



VIRGINIAN 62.3m
POA



MYSTIC 46m
EUR 15,995,000



BIG D 45m
USD 9,900,000



F45 VANTAGE 44.7m
EUR 33,500,000



SEA DREAM 43m
USD 12,950,000



RASSELAS 62m
EUR 55,000,000 VAT paid



NEW SUNRISE 61.3m
EUR 28,500,000



APRIL FOOL 61m
EUR 67,500,000



ULYSSES 59.6m
USD 49,000,000



WATERLILY 43.4m
EUR 17,950,000



CRN NAVETTA 43m
EUR 16,950,000



SEA DREAM 43m
USD 12,950,000



ALEXANDRA K 42.8m
EUR 3,950,000



MEAMINA 59.3m
POA



UNBRIDLED 58.2m
USD 59,000,000*



EXCELLENCE III 57.3m
POA*



NOBLE HOUSE 53.9m
USD 29,000,000



PARAMOUR 42.6m
USD 12,950,000

All yachts
offered for sale
by Burgess as
Central Agents



E&E 42m
EUR 18,495,000



UNFORGETTABLE 41.8m
USD 7,500,000 *



SUNRISE 52.8m
USD 29,500,000*



PALMER JOHNSON 170
52.2m USD 38,000,000



SHANDOR 49.9m
EUR 8,975,000 VAT paid



PLATINUM 49.9m
EUR 27,000,000



PALMER JOHNSON 135
41.1m USD 24,500,000



BLINK 41m
EUR 12,500,000



BLIND DATE (LURSSSEN) 41m
USD 9,500,000



AD LIB 40m
EUR 13,950,000

Spring Loaded

we have more yachts for sale, but more importantly, more experience at finding the right yacht for you

* NOT FOR SALE OR CHARTER TO US RESIDENTS WHILE IN US WATERS



SILVER SHALIS 40m
USD 3,950,000



MUSE 37.5m
USD 9,950,000



G-FORCE 37.3m
POA



FELIDAN 35m
EUR 4,000,000



LA NATURALLE DEE 49.8m
USD 7,900,000



ZEUS 49.7m
POA



BLIND DATE (TRINITY) 48.9m
USD 29,500,000*



T6 48.8m
EUR 39,500,000*



SALUTE 56m
EUR 35,000,000



GALAXIA 52.3m
EUR 22,750,000



SCHEHERAZADE 47.2m
EUR 16,000,000



VENT D'EST 42.9m
EUR 11,750,000



AUSTRALIS 48m
USD 24,950,000



BIG MAK 47.6m
EUR 10,950,000



STRANGELOVE 47.5m
USD 12,000,000



ARES 46.2m
EUR 15,900,000



FREEDOM 37.7m
USD 7,900,000



IMAGINE B 33.6m
EUR 4,800,000 VAT paid



PARAISO 33m
USD 9,950,000*



MARGARET ANN 29.1m
GBP 4,950,000

Not for sale to Canadian residents while in Canadian waters

THREE FROM ONE

Three of the finest yachts
FOR SALE from **Feadship** -
one of the most respected brand
names in the superyacht world.
Make your marque.



1 APRIL FOOL EUR 67,500,000

Feadship thoroughbred and winner of a World Superyacht Award, **April Fool** is new to the market and represents an exceptional opportunity.

“ April Fool has never been chartered and is immaculately maintained by her original owner since her launch.

” **Jonathan Beckett**
Burgess Chief Executive



VITAL STATISTICS

APRIL FOOL
61M (200FT)
2006 FEADSHIP, ROYAL VAN LENT
THE NETHERLANDS
EUR 67,500,000

2 RASSELAS

EUR 55,000,000 VAT PAID



Feadship classic **Rasselas** is widely regarded as one of the most impressive Feadships ever built, and at 62 metres she's also one of the largest. Traditional mahogany interior, thouroughly modern technology.

“ Rasselas represents the best in Northern European yacht construction. She has never chartered and is in pristine condition with low engine hours.

” **Tim Wiltshire**
Group Sales Director

VITAL STATISTICS

RASSELAS
62M (203.4FT)
2005 FEADSHIP DE VRIES,
THE NETHERLANDS
EUR 55,000,000 VAT PAID

3 BRAND NEW FEADSHIP F45

EUR 33,500,000



“ F45 Vantage is a **brand new Feadship** ready for cruising this summer. ”

This exclusive, brand new, custom-series yacht from Feadship is ready for cruising this summer. From the world renowned Royal Van Lent shipyard, F45 Vantage is a high volume, impeccably finished, pedigree yacht. A proven platform offering the best in design, construction and engineering. Features on board include a spectacular, light filled full-beam master suite, which opens up to a skylight 3.2m above.

Out of the blue:

Feadship was originally founded by two families, De Vries & Royal Van Lent. Although from separate yards, all Feadships are built to exacting standards and share the same in-house naval architects, De Vooght Design. The two yards form the oldest co-operative in shipbuilding dating back to 1849.

VITAL STATISTICS

- BRAND NEW F45 VANTAGE
- 44.7M (146.6FT)
- 2011 FEADSHIP, ROYAL VAN LENT
- THE NETHERLANDS
- EUR 33,500,000



why wait?

Three brand new yachts to get you on the water this season. If you are considering the purchase of a new yacht but are keen to avoid the time-consuming process of a new build, here are three tempting ways to get ahead of the game - and onto the water. What are you waiting for?



AUSTRALIS
48M (157.5FT)
2010 OCEANFAST,
AUSTRALIA
USD 24,950,000



CRN NAVETTA 43
43M (141.1FT)
2011 CRN ANCONA, ITALY
EUR 16,950,000



E&E
44.7M (146.1FT)
2011 CIZGI, TURKEY
EUR 18,495,000

Contact any Burgess office for full details of these new build purchase opportunities.



new listings six of the best for sale

**There's
never been a
better time to buy.**

As the summer season approaches, there are plenty of pedigree yachts of all sizes and specifications on the market. From the acclaimed classic **Excellence III** & impeccable **Sunrise** (both of which are offered for sale for the very first time by their original owners), to **Shandor**, **Ares** and **Big Mak**, along with a host of elegant sailing yachts, such as **Margaret Ann**. The choice of quality vessels and strong price competition mean **we can advise buyers on where to seek out the best value.**

PORTHOLE,
52.3M PERINI NAVI,
GALAXIA

EXCELLENCE III
57.3M (188FT) 2001
ABEKING & RASMUSSEN, GERMANY
POA



**ONE OWNER
FASTIDIOUSLY MAINTAINED**

NOT FOR SALE OR CHARTER TO US RESIDENTS WHILE IN US WATERS

ARES
46.2M (151.6FT) 2010 DELIVERY
LEOPARD, ARNO SHIPYARD, ITALY
EUR 15,900,000



**AS NEW CONDITION, PRICED WELL BELOW
REPLACEMENT COST**

SHANDOR
49.9M (163.9FT) 1986
FR. SCHWEERS, GERMANY
EUR 8,975,000 VAT PAID



FANTASTIC EXPEDITION YACHT

BIG MAK
47.6M (156.2FT) 1998
HEESEN YACHTS, THE NETHERLANDS
EUR 10,950,000



IMPRESSIVE SPEED & PERFORMANCE

MARGARET ANN
29.1M (95.6FT) 2004
PENDENNIS, UK
GBP 4,950,000



SPECTACULAR WORLD CRUISER

SUNRISE
52.8M (173.2FT) 2000
OCEANCO, THE NETHERLANDS
USD 29,500,000



**IMMACULATE CONDITION
NEVER CHARTERED**

NOT FOR SALE TO US RESIDENTS WHILE IN US WATERS

galaxia

stellar Perini Navi
cruising yacht
for sale

Out of the blue:

In 2006 and 2007 GALAXIA underwent a total, multi-million Euro refit at the Perini Navi Yard. Nearly every system, motor, compressor and piece of equipment was replaced, rebuilt or refurbished to top condition.

EUR 22,750,000

A sleek 52 metre hull and powerful ketch rig deliver an inspiring sailing experience in head-turning style and luxurious comfort. Galaxia offers all the excitement of sailing a star from the Perini Navi fleet with elegant, comfortable living in timeless style and beautiful quality.

“ A spectacular 5-stateroom Perini with vast deck spaces perfect for entertaining.

” **Henry Craven-Smith**
Sales Broker

VITAL STATISTICS

GALAXIA
52.3M (171.5FT)
1997 PERINI NAVI, ITALY
MAJOR REFIT 2006/2007
EUR 22,750,000
ALSO AVAILABLE FOR CHARTER

sophisticated muscle

The highly acclaimed **Palmer Johnson Sports Series** sets the benchmark for semi-custom luxury sports yachts. And we have two outstanding, brand new models available for sale...

At just over 52 metres, the 170 is the flagship of the series. Strong, sweeping lines and a cruising speed of 26 knots underline her sports pedigree – but make no mistake, this is also a luxuriously indulgent yacht. Designed by Nuvolari Lenard and built in aluminium to Lloyds and MCA

requirements, she has gyro stabilisers and phenomenal hull efficiency. With expansive accommodation for up to 12 guests in five cabins and featuring large outdoor spaces and a foredeck swimming pool, this is a highly desirable vessel.

“

The most striking design features of the PJ Sports Yachts are the powerful muscles that start from zero at the transom and build up so that they connect the hull to the superstructure

”

Timur Mohamed
Palmer Johnson Chief Executive

The 135 is the fifth hull in the series and every bit as glamorous as her big sister. With a cruising speed of 27 knots and a range of 910 nautical miles, she can accommodate 10 guests in five beautiful cabins and features a clean, contemporary and stylish Nuvolari Lenard - designed interior.

Built to Lloyds classification and MCA compliant, she'll be ready to take her new owner cruising this summer.

For more information on these two brand new Palmer Johnson superyachts, please contact any Burgess office.

Palmer Johnson 170
52.2M (171FT)
USD 38,000,000



Palmer Johnson 135
41.1M (135FT)
USD 24,500,000



early bird

Since the Golden Age of yachting, the timeless magic of the **French Riviera** has always had a very special attraction. From the glitz and glamour of Monaco to the beautiful anchorages of Porquerolles, it's a coastline of stunning contrasts – and of course it's the perfect **gateway to Corsica and Sardinia or the Italian Riviera.**

July and August are still the most popular months to visit the Western Mediterranean, but chartering in the busy height of summer isn't the only time to enjoy the splendid delights of this region.

Early season cruising has its advantages. In June, average temperatures are over 20°C (68°F), the sea is warm and the skies are blue. Just as important, the sights, beaches, bars, restaurants and clubs are less crowded so wherever you go, you'll encounter a calmer pace and won't have to worry too much about reserving your favourite table. It's also easier to find berths, and secluded bays and beaches are still private and quiet.

French Riviera Itinerary

Your charter. Your way.

Antibes – St Tropez 35 miles

Lunch and a lazy afternoon at Le Club 55, one of the first beach clubs along Pampelonne Beach in St Tropez and still one of the best for ambience. Delicious ice creams at Alfred Glaces, and on to the glamorous Les Caves du Roy after dinner on board to dance until dawn.

St Tropez – Porquerolles 35 miles

Anchor off Porquerolles and breathe in the sheer unspoilt beauty of your surroundings. Swim, chill, then dine at the picturesque Michelin-starred Le Mas du Langoustier.

Porquerolles – Cannes 50 miles

Promenade the Croisette in Cannes and hit the Rue d'Antibes for the latest fashions. In the evening, a short drive to Mougins to savour Provençal gastronomy at the Michelin-starred Le Candille.

Cannes – Cap d'Antibes 8 miles

Check out the Old Town of Antibes or visit the Picasso Museum at the Château Grimaldi. Relax on board in the afternoon before dinner at Hôtel du Cap's famous Eden-Roc restaurant.

Cap d'Antibes – Villefranche 12 miles

Explore the vaulted passages and medieval streets of Villefranche-sur-Mer. Crêpes on the waterfront and dinner on board.

Villefranche – Cap Ferrat 5 miles

Admire the stunning scenery anchored off Cap Ferrat and enjoy watersports followed by a barbecue on the sundeck.

Cap Ferrat – Monaco 5 miles

From the Grimaldi Palace to the Grand Casino, Monaco has it all. Alain Ducasse's Louis XV Restaurant at the Hôtel de Paris is a must.

For extended charters, continue from Monaco to Corsica and Sardinia which offer some of the best cruising in the Western Mediterranean.

All distances shown in approximate nautical miles.



Chartering in June

gives you the chance to take a fresh look at familiar sights, and discover new, unforgettable experiences in a wonderfully relaxed environment.



Neil Hornsby
Group Charter Director

Chartering in June

We have the widest selection of large yachts for charter anywhere in the world.

For an early charter in June throughout the Mediterranean we present a small selection of superyachts for charter on the following pages...

MAJESTIC
ONE OF THE BEST LEADSHIPS
YOU CAN CHARTER



MAJESTIC 61.2M (200.8FT)
CRUISING SPEED 14 KNOTS
CREW 15
GUESTS 12 (7 DOUBLES AS REQUIRED)
CHARTER RATES:
EUR 399,000 PER WEEK HIGH SEASON
EUR 378,000 PER WEEK LOW SEASON



KATYA
A FAVOURITE FOR FAMILY CHARTERS



KATYA 46M (150.1FT)
CRUISING SPEED 12.5 KNOTS
CREW 9
GUESTS 10/12 (5 DOUBLE, ADDITIONAL
SINGLE WITH PULLMAN)
CHARTER RATES:
EUR 196,000 PER WEEK HIGH SEASON
EUR 175,000 PER WEEK LOW SEASON



LA MIRAGE
NEVER CHARTERED BEFORE
BE THE FIRST



LA MIRAGE 52M (170.6FT)
CRUISING SPEED 13 KNOTS
CREW 12
GUESTS 12 (3 DOUBLE, 3 TWIN,
2 PULLMAN AS REQUIRED)
CHARTER RATES:
EUR 250,000 PER WEEK HIGH SEASON
EUR 217,000 PER WEEK LOW SEASON



**...early
bird** CHARTERS...

BLIND DATE (TRINITY) 48.9M (160.5FT)
CRUISING SPEED 12 KNOTS
CREW 10
GUESTS 10 (4 DOUBLE, 1 TWIN/DOUBLE
CONVERTIBLE)
CHARTER RATES:
USD 280,000 PER WEEK HIGH SEASON
USD 238,000 PER WEEK LOW SEASON



YOGI 60.2M (197.5FT)
CRUISING SPEED 13 KNOTS
CREW 14
GUESTS 12 (5 DOUBLE, 1 TWIN)
CHARTER RATES:
EUR 378,000 PER WEEK HIGH SEASON
EUR 357,000 PER WEEK LOW SEASON



CYAN 48.7M (159.8FT)
CRUISING SPEED 14 KNOTS
CREW 11
GUESTS 12 (4 DOUBLE, 2 TWIN,
2 PULLMAN AS REQUIRED)
CHARTER RATES:
EUR 175,000 PER WEEK HIGH SEASON
EUR 161,000 PER WEEK LOW SEASON

BLIND DATE (TRINITY)
SUPERYACHT AWARD WINNER 2010
A SUPERB NEW ADDITION TO OUR FLEET



NOT FOR SALE OR CHARTER TO US RESIDENTS WHILE IN US WATERS

YOGI
JUST LAUNCHED AND BRAND
NEW FOR THIS SUMMER



CYAN
WHY NOT CONSIDER A CHARTER IN CROATIA?



charter yacht showcase

Classic or contemporary, power or sail, business or pleasure, there is a superyacht in the Burgess charter fleet that will meet your brief. Speak to one of our experienced charter brokers to find the perfect match for your Mediterranean cruise...

EXCELLENCE III 57.3M (188FT)
 CRUISING SPEED 13.5 KNOTS
 CREW 13
 GUESTS 12 (4 DOUBLE, 2 TWIN/DOUBLE CONVERTIBLE)
 CHARTER RATES:
 EUR 340,000 PER WEEK HIGH SEASON
 EUR 315,000 PER WEEK LOW SEASON



FREE DELIVERY FOR ADRIATIC CHARTER/EARLY BOOKING INCENTIVES
ALSO OFFERED FOR SALE
 NOT FOR SALE OR CHARTER TO US RESIDENTS WHILE IN US WATERS

GENEVIEVE 36.9M (121.1FT)
 11 KNOTS UNDER POWER
 CREW 6
 GUESTS 8/9 (2 DOUBLE, 1 DOUBLE WITH
 FIXED UPPER SINGLE BERTH, 1 TWIN)
 CHARTER RATES:
 EUR 70,000 PER WEEK HIGH SEASON
 EUR 63,000 PER WEEK LOW SEASON



TALISMAN C1 54.2M (177.8FT)
 CRUISING SPEED 14 KNOTS
 CREW 12
 GUESTS 12 (4 DOUBLE, 2 TWIN)
 CHARTER RATES:
 EUR 245,000 PER WEEK HIGH SEASON
 EUR 210,000 PER WEEK LOW SEASON



ALEXANDRA 50M (163.10FT)
 CRUISING SPEED 16 KNOTS
 CREW 12
 GUESTS 12 (5 DOUBLE, 2 TWIN AS REQUIRED)
 CHARTER RATES:
 EUR 210,000 PER WEEK HIGH SEASON
 EUR 175,000 PER WEEK LOW SEASON



stop press...

Olympic berths

Burgess has secured exclusive superyacht berths at ExCel London for the 2012 Olympics. Opportunities are strictly limited and early booking is strongly advised.

Contact us without delay for more information

E: london2012@burgessyachts.com T: +44 20 7766 4300

www.burgessyachts.com/2012

One company, one team

At Burgess, we work in a different way to other firms where brokers are usually commission-based independent contractors and specialist services are often out-sourced or contracted-in.

With over 120 full-time, expert staff in ten locations around the world, we provide a seamless personal service that offers clients single-contact access to our extensive collective experience.

So, whether you're building, buying, selling or chartering a yacht, we guarantee you'll always receive outstanding, friendly and knowledgeable service from the Burgess team worldwide.

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SALE & PURCHASE

CHARTER

TECHNICAL SERVICES

YACHT MANAGEMENT