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A sleek Pearl 82 graces our cover this issue, Chanyo Manakulsawasd's Marine Xplorer represents the company in this part of the world.



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"Man has sailed from the day that a daring cave dweller first spread a ragged animal skin and harnessed the wind to move a log across the water. Man has raced from the time a caveman thought he could do it better," Christopher Caswell

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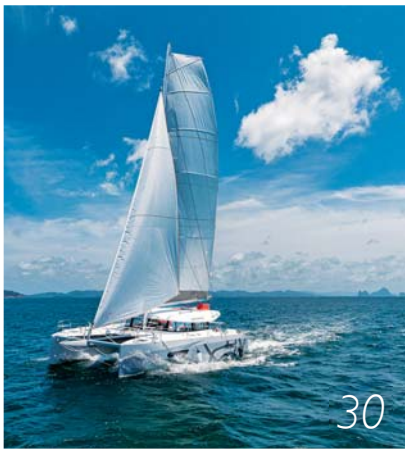
Contents













20 Marine Xplorer's showcases exciting range of boats
We examine some of the boats that fall under the umbrella of Chanyo Manakulsawasd's Marine Xplorer, including the Pearl 82, the Pearl 63, and the 920 Explorer Max.

26 Asiamarine showcases the new Lagoon 47
Lagoon's new 47 premiered at Cannes in September. More than 100 have sold, and the waitlist now runs to mid-2028. Built around what owners asked for, it is shaping up to be just as strong in charter.

30 Primus Marine: Full Speed Ahead
Following its participation in the Cannes Yachting Festival 2026, Primus Marine is entering the final months of the year with an ambitious programme of regional premieres, exclusive yacht experiences and new opportunities for clients in Thailand and Singapore.

36 East Marine offers Water-Activated AIS EPIRB & PLB
In the past, we've discussed many ways to clean & beautify your boat, but it's just as important to be safe on the water and to be ready and prepared in case of emergencies. As such, East Marine is offering the MT606G AIS EPIRB, from GME, one of the most advanced EPIRBS available.

40 Inside Maritimo's Queensland Home
On Australia's Gold Coast, Maritimo's Queensland headquarters gives prospective owners the opportunity to step behind the finished product and into the process of creating their own motor yacht. They can see firsthand how the design, engineering and craftsmanship come together, while meeting the people responsible for bringing each yacht to life.

44 SEA Yachting Q & A with Scott Finsten
The Harbour Master (CMM) of Ocean Marina Jomtien brings us up to speed on his life, how he got here and what's happening at the region's biggest marina.

50 ISSA - Anchoring standards in Asia
Sailing has always been a sport of horizons — of looking beyond the shoreline to what lies further afield. For decades, the International Sailing Schools Association (ISSA) has been charting those horizons, building a framework of accredited training that stretches from Europe to the Americas. Now, the tide has turned toward Asia.

56 *Ramasoon* returns to racing: from Prince Bira & the 1972 Olympics to the 2026 Tempest World Championship
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Yanmar and Bubbles









MV Bubbles is bringing thrills and delight to her passengers aboard her Go Whale Watching tours and Sapphire Coast Adventures off Australia's New South Wales coast. This re-purposed fast cat got a repower last year in the shape of new Yanmar 6HYM-WET engines. The Yanmar decision by owner Simon Millar was to ensure MV Bubbles' engines could keep up with hard-working days, in and out of whale watching season.

Simon Millar bought his first whale-watching vessel at the age of 22 – a brave step for a young man only a few years into the commercial boating game.

Move forward to 2020 and Simon added yet another catamaran to his fleet, (an ex-reef tour boat from Far North Queensland), and re-fitted it to work as a 100-passenger whale watching and tour vessel.

MV Bubbles is a 2013-built SeaSpeed design and handles her duties well. You may have seen her well ahead of the spectator fleet outside Sydney Harbour in the 2021 Sydney to Hobart yacht race, handling less than ideal conditions very well indeed for a power cat.

Simon has learnt a few things about running vessels in his time skippering, and like every experienced commercial operator he knows that reliability is king of the sea.

"I had new Yanmars (6HYM-WET) fitted in April last year and we've put around 500 hours on the engines to date," Simon says.

MV Bubbles was running European-branded engines with rated outputs of around 552kW. The new Yanmars fitted are rated at 515kW (700mhp) @ 2,200rpm but according to Simon "we are getting very similar performance".

The Yanmar refit was an easy decision for Simon – he is a big fan of the 6HYM-WET's mechanical operation and simplicity whilst being well-aware of Yanmar's unbeatable reputation for reliability.

"That's what we're after more than anything," says Simon, "we really need the reliability and longevity out of the engines, and that's what Yanmars seem to give."

Taking a look at the work MV Bubbles has to deliver in and out of whale watching season, you understand why reliability, (and extended service intervals, up to 500 hours between services), offered by the 6HYM-WET platform is so important.

"During the whale watching season, we would be running four trips a day," Simon explains.

"That involves longer running times when the whales are doing their northern migration – it would not be unusual for the engines to be running at least 14 hours a day."



Each whale-watching trip usually involves a firm cruising run out to sea, (MV Bubbles cruises easily at 17knots with her new Yanmars), mostly idling and low-speed movement whilst observing the magnificent sea mammals, then often a higher-revs run back to port to meet schedule.

"Outside of whale watching season, we run tours and special event charters," Simon said, "and many of those tours will see us covering at least 30 to 40 nautical miles, so the engines have their work cut out for them."

A key success in the Yanmar refit has been no loss of performance for MV Bubbles despite a slight reduction in horsepower. This is no doubt helped by the excellent torque-rise characteristics of the 6HYM-WET engine.

Take a closer look at the full re-fit of MV Bubbles and you start to understand just how "torquey" these Yanmars are. With new running gear right through, MV Bubbles went from a higher-horsepower engine with 1.74:1 ratio gearboxes to the Yanmars with ZF325A gearbox reductions of 2.037:1.

Long-renowned for their ability to deliver outstanding torque across their power range, the Yanmars are also a frugal engine. "We've got similar performance out of the vessel but an improvement in fuel consumption," Simon said.

"Fully loaded we'll do our 17knot cruise speed for around 110 litres per hour (combined)."

MV Bubbles will still get motivated in excess of 23knots with a full load and recent sea trials proved a very respectable 26knots at WOT with less weight onboard.

With sea trial figures like that as proof, it's easy to understand why the 6HYM Yanmar is the power of choice for so many commercial operators. The 6 in-line, 13.7 litre turbocharged engine will deliver its power and torque happily in a variety of applications.

In fact, you're as likely to find one of these Yanmars doing the hard slog in a tug boat or lower-speed fishing vessel as in a high-speed catamaran like MV Bubbles. Such is the versatility of this well-proven, purpose-built marine engine. No doubt MV Bubbles will be leaving plenty of bubbles behind her for years to come as Simon and her entertain many thousands of happy passengers.

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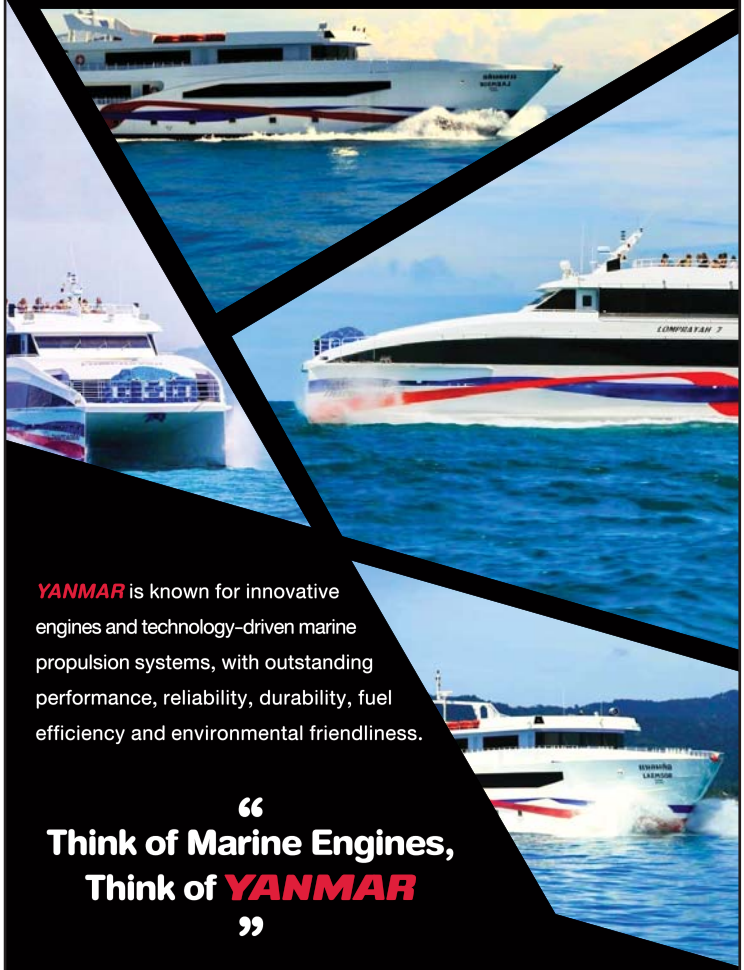

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The Raja Muda grows

By Charlie & Jake Fairweather

MALAYSIA Back in the dark days of the early 2020's, when gatherings and international travel were banned, the Raja Muda Selangor International Regatta, known by the regional sailing fraternity as "The Raja Muda" was forced to take a sabbatical from its now 36 year run. During those dark times many former participants sold their boats, gave up sailing or were even forced to abandon them in places far from their homes.

So, when RMSIR crept back into action in 2021, with a locals-only session of just 9 boats and no parties, we all wondered if it could ever return to the participation levels seen in the earlier decades. But 2022 saw 24 boats, all eager to get back out racing again after too long "staying at home". It also saw drastically reduced funding, as regattas were the last thing on corporate minds, but over the past four years we have seen a gradual increase in participation, re-establishing the regatta again as one of Asia's most challenging and popular regatta. This is due not only to the returning sailors from Malaysia, Hong Kong, Thailand and Singapore, but also the dedication of the small team of organisers, who have managed this year, it's 36th edition, to attract a healthy sized fleet of boats right across all classes, with many new additions to the crowd.



Currently class one has eight racers returning to contest the Raja Muda Cup, many of whom have won it at least once in the past. Premiere IRC class has suffered recently due to a lack of large luxury boats, and owners willing to go into battle with them, but this year even sees newcomers into this class, contending the Jugra Cup.

Remaining classes are split into IRC and non IRC club cruisers plus a collection of older boats including the wooden classic Rona (last seen on RMSIR in 2019) and even a return of multihulls to the mix. So 2026 promises to be an exciting year for one and all, both on the water and off.

The format, which is why so many people return every year, remains intact, with a few tweaks to ensure better safety and competition for all. Another reason people return year after year, is the social aspect...This is not a point-to-point event where the back markers cross the finish line long after the party has packed up and gone home...Nor is it a round the same old cans in the same old harbour...it is a mix of both.

The overnight passage races not only tax even the best sailors with ever changing weather in the Straits of Melaka, but they also transport the fleet to a new tropical island location for a rest, a beer with long lost friends and rivals, and a few prizes each stopover. Then, after a few hours' sleep they head north again to another tropical island...to pick up all the socializing where it left off the previous night...or was it two nights ago. one loses all track of day or time by the time Penang comes into view. Add some rickshaw racing and a pub style quiz night into the mix and it's easy to see why people come back year after year...many even if they hardly ever win any prizes (www.rmsir.com).

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- Child lock feature, suitable for families.
- Designed for highly effective cleaning area up to 40 square meters.

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Rated Power :	58W	**CCM(PM) :**	P4
Net Weight :	8.5 kg.	**CCM(HCHO) :**	F4
Sensor Type :	Dust Sensor	**Purification Ability :**	Excellent
Material :	ABS+Vitreous Glaze Panel	**Negative Ion Release**	8 million Pcs/cm^3
Product Size :	420x210x496mm	**Noise :**	35-64dB
Application Area:	40m^2	**Operation:**	Touch/Control

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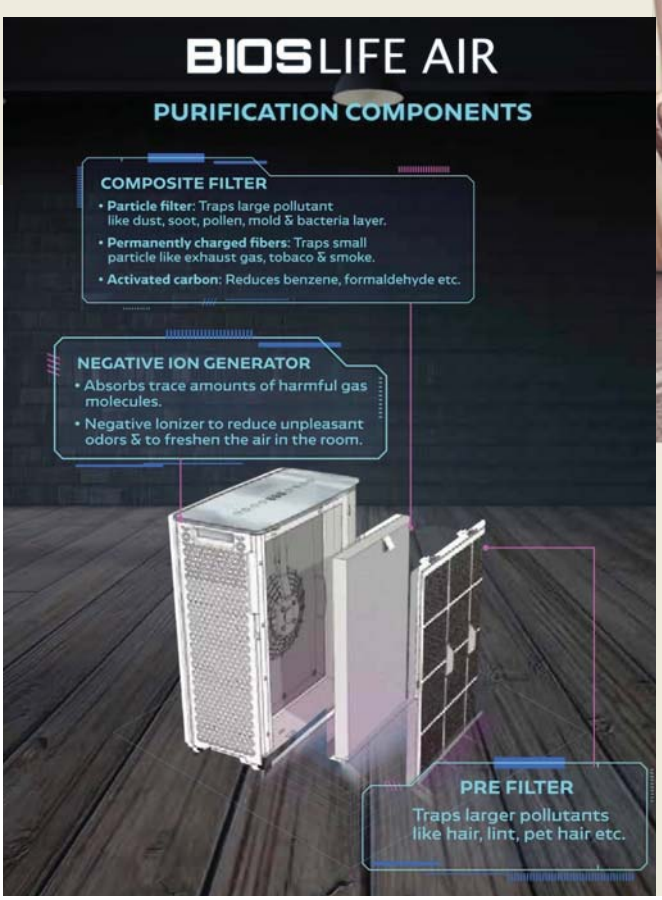

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PEARL 82

takes pleasure yachting to a new level



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FEATURES

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FRESH WATER CAPACITY	369,84 US gallons	1400 litres	

MARINE XPLORER

MarineXplorer Co., Ltd.
info@marine-xplorer.com
WhatsApp +6681 551 1112
www.marine-xplorer.com



Length	Cruising Range	Berths
up to 33 KN	**83 FT 287 NM**	**10 + 3**



Pearl 63
is a great family boat



The Pearl 63 is a family yacht, easy to operate, fun to own with space and amenities for all. The Pearl 63 features numerous design improvements including a revised aft cockpit layout, enhancing the connection with the ocean. With two high-low coffee/dining tables for maximum versatility, the yacht also features opening side-balconies, increasing cockpit floor space and creating a more expansive and open area for relaxation and entertainment.

Features

- 4 x double guest cabins
- Crew cabin or Tender garage
- IPS pod drive with joystick control and station keeping
- Full beam mid-ship master cabin with separate entrance
- Foredeck lounge
- Aft galley open to the cockpit
- Hydraulic bathing platform
- Aft cockpit fold down balconies
- Seakeeper gyro stabiliser
- Dixon Yacht Design exterior styling and naval architecture
- Kelly Hoppen interior design with choice of styles
- Comprehensive 5-year warranty

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SPECIFICATIONS

LENGTH OVERALL (INC PULPIT)	61′	18.61m
HULL LENGTH	57'3"	17.45m
BEAM	17'2"	5.23m
DRAFT	5'2′	1.59m
FUEL CAPACITY	700 US gallons	2650 litres
WATER CAPACITY	211.33 US gallons	800 litres
LIGHTSHIP DISPLACEMENT	42 tonnes	



Top Speed
Length
up to 33 KN

Cruising Range
61 FT
260 NM

Berths
8 + 1



The innovative 920 Explorer Max



Traditionally, the pilothouse boat market has had two segments: A "comfort" segment for daytrips, weekend trips and excursions, and a tougher segment for watersports, fishing and transport. Previously, pilothouse boats have been designed for one of these two segments, but never before for both. The Parker Explorer MAX is an excellent design for both segments – allowing the customer to adapt the boat to different applications in just minutes.

The 920 Explorer MAX for daytrips, weekends on the water and excursions

- The 920 Explorer MAX has the same forecabin and pilothouse design as its sister boat, the 790 Explorer, and can be fitted to provide all the comforts youneed for overnight stays in a boat – including a soft top so you can make the most of sunny days.
- The aft deck is much larger than competing boats, with more deck area than our largest daycruiser, the 850 Voyager. No other pilothouse boat can offer as much seating, spacious table and sun loungers on the aft deck as the 920 Explorer MAX.
- The boat also has a 150-litre ice box on the aft deck to keep both crew and passengers refreshed. It can be also used as a fish tank.
- The aft deck furnishings are module-based so each customer can choose exactly which modules they want fitted. The modules can also be moved around at any time and can be removed from the aft deck to leave even more space for fishing and transport.



The 920 Explorer MAX as a fishing and transport boat

- The aft deck is separated from the aft platform with a watertight door so you can drive astern into waves without your wake and waves washing over the aft deck. The aft platform is spacious and there is plenty of room to walk from port to starboard side.
- The boat is fitted as standard with a 150-litre ice or fish tank.
- The aft deck is unrivalled when it comes to size in this segment. The normal dimensions of an aft deck on pilothouse boats of this size is approx. 4 m2. The aft deck on the 920 Explorer MAX is 33% larger and measures a total 5.3 m2.
- Aft of the aft deck is a spacious platform with plenty of room to walk from port to starboard side.
- The aft deck has all the fittings required to install a pump for the water hose, fish tanks, circulation pumps, net, pot and line haulers, transforming the boat into a purely working and fishing machine.
- Using the module system, you can very simply reconfigure your fishing boat to a comfortable touring boat with a social and comfortable aft deck for the entire family in a matter of minutes.



Hull, comfort and fuel economy

- We have continued to build upon the successful hull concept developed for the 790 Explorer, and have designed the 920 Explorer MAX with a completely new and optimized two-step hull, with integrated engine bracket and deep V-shaped hull.
- The increased length and weight of this boat compared to the 790 Explorer provides for even greater comfort and eliminates almost the entire planing threshold, reducing the need for engine power, increasing top end speeds rand improving fuel economy.

Single or twin outboard

- The traditional perception in the boat market is that outboard boats longer than 9 metres need twin outboards for optimal performance, due to unsophisticated, poorly balanced and old-fashioned hull designs.
- Thanks to the well-balanced hull and highly modern two-step hull technology and integrated engine bracket, the 920 Explorer MAX has high level performance with either a single outboard or twin instal lation.
- Powered by Mercury's V8 400HP, this boat can reach speeds of 40 knots with a good margin.
- The engines below are available with the 920 Explorer MAX:
- Mercury V8 400HP Max. speed with light load Approx. 41 knots
- 2 x Mercury V8 200HP Max. speed with light load Approx. 43 knots
- Standard tank size is 230 litres
- You can order an extra 230-litre tank giving a total fuel volume of 460 litres

MARINE XPLORER

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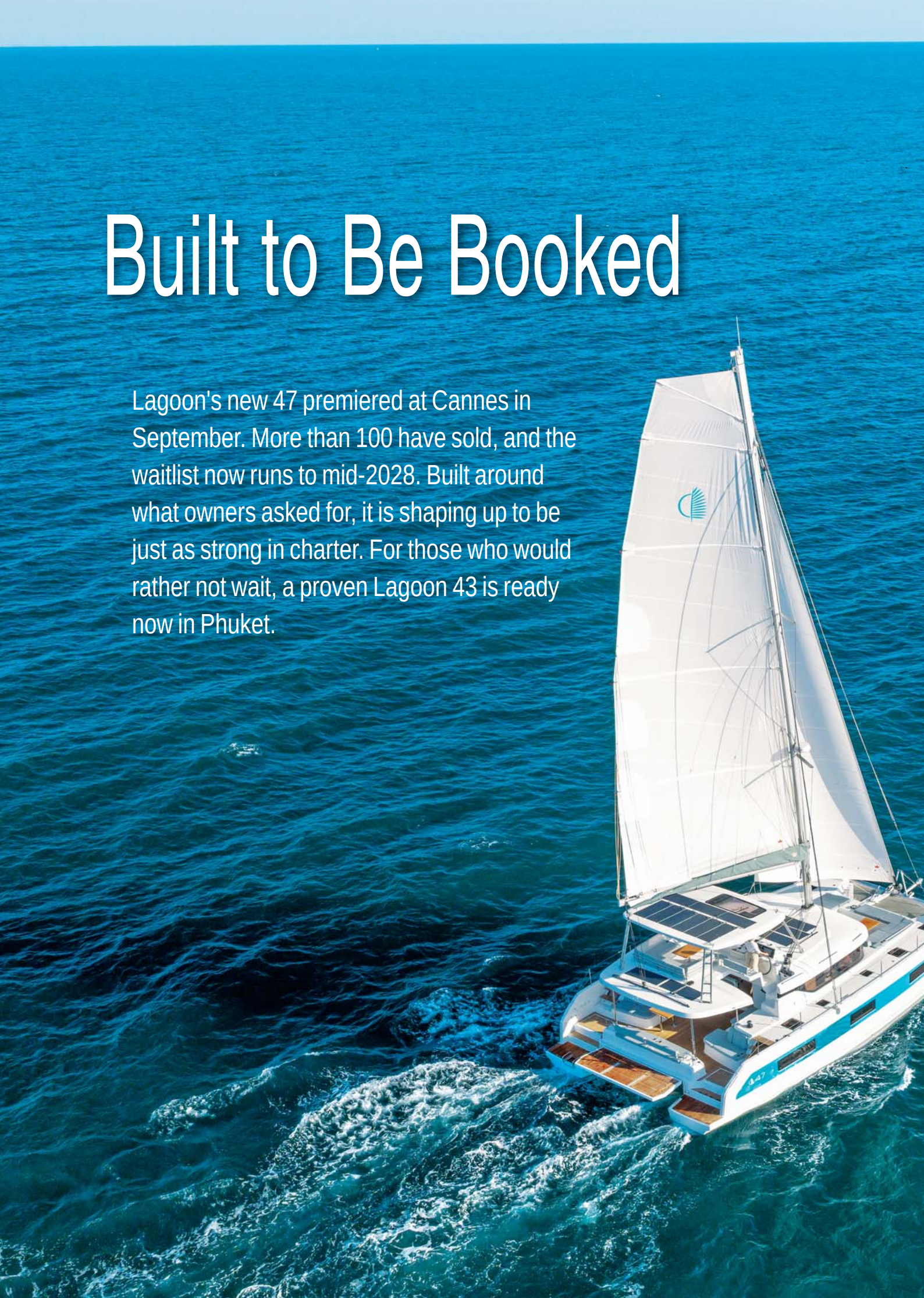
Specifications

Length overall - 10.40 m
Beam overall - 2.80 m
Draught without engine - 0.4 m
Weight without engine - 3080 kg
Fuel tank capacity - 460 L
Fresh water tank capacity - 100 L
Black water tank capacity - 40 L
Persons - 8/10
CE - B / C
Maximum engine - 700 HP
Height (w/o accessories) - 2.70 m
Hull length - 9.20 m
Height from waterline - 2.30 m

Built to Be Booked

Lagoon's new 47 premiered at Cannes in September. More than 100 have sold, and the waitlist now runs to mid-2028. Built around what owners asked for, it is shaping up to be just as strong in charter. For those who would rather not wait, a proven Lagoon 43 is ready now in Phuket.







Sold Before Seen

Lagoon's newest catamaran, the 47, took its official world premiere at Port Canto during the Cannes Yachting Festival in September, and the market had made up its mind before the doors opened. Around 40 had sold before the show began. The total has since passed 100, and anyone ordering today joins a waitlist that runs to mid-2028.

It replaces the Lagoon 46, a hard act to follow after selling in the region of 700 boats since 2019, and Lagoon built the new model piece by piece from what those owners asked for. VPLP drew the hull, Nauta Design the interior and Patrick le Quément the exterior, the same team behind the latest generation of Lagoons. At 13.96m on the hull, with a 7.96m beam and a draft of just 1.25m, it slots between the 46 and the larger 51.

The idea that defines it is at the bow. A door at the front of the saloon opens straight onto a forward cockpit of 12 square metres, with seating and a table, where earlier boats offered little more than trampoline. Until now Lagoon kept that layout for its Signature models of 60 feet and above. Paired with the full-width sliding door at the aft end of the saloon, it leaves the 47 open from bow to stern. At anchor, with both doors back, the breeze runs through the boat and guests drift from one end to the other without ever stepping round the coachroof.

Above, the flybridge has become a lounge in its own right, with a long bench seat, a coffee table and sun loungers looking out over the water. Taken together with the saloon and both cockpits, the boat offers more than 40 square metres of connected living space. Lagoon has also added a smart room, a flexible space that can serve as an office or an extra cabin.

Those choices were made with owners in mind, but they translate directly into charter. The five-cabin version sleeps ten guests and keeps a separate crew cabin forward, so a skippered week never costs a guest cabin. One aft cabin opens directly onto the cockpit, giving a couple their own way in and out. An optional all-electric galley with an induction hob takes gas off the boat entirely, and an aft lift handles a 3.6m tender. Brokers who walked the boat at Cannes were quick to tip it as a future workhorse of the world's charter fleets.

The Andaman Sea plays to those strengths. Charter here is a rhythm of short hops between islands and long days at anchor, and a draft of 1.25m opens up the shallower anchorages around Phang Nga Bay. A saloon open from bow to stern counts for more in Phuket in April than it ever did in Cannes in September.



A saloon open from bow to stern counts for more in Phuket in April than it ever did in Cannes in September.



Lagoon 43, shown here delivered and commissioned in Phuket

Join the queue, or sail this season



For buyers who would rather not wait until 2028, there is a proven alternative already in Phuket. The Lagoon 43 (***above***) has passed 100 boats sold, and already works in charter fleets worldwide. Reviewers single out its forward galley, with room for extra fridges, and cabins close to equal in size, details that matter when every cabin is sold. It shares the 47's design team and its forward cockpit, in a 13.85m package with three or four cabins. [Phuket booking record, e.g. weeks booked last season.]

Asiamarine is offering a 30% share in a Lagoon 43, ready to sail now in Phuket. [Share terms: price, charter income or owner weeks, management.] For those set on the 47, Asiamarine is taking reservations for the next available build slots.

The 46 earned its following by making a cruising catamaran feel bigger and easier to live on than its numbers suggested. The 47 sets out to do the same, and the order book says it already has. In Phuket, the only question is whether to join the queue or start sailing this season.

COME ABOARD: ASIAMARINE OPEN DAY, JANUARY 2027

See Asiamarine's boats for yourself at the company's open day in January 2027, timed around the Thai boat shows. Places are by invitation.

Contact Asiamarine to book: 089-508-1333 • **thailand@asiamarine.com**



PRIMUS MARINE: FULL SPEED AHEAD

From Cannes to an Exciting New Chapter for Yachting in Asia





Following its participation in the Cannes Yachting Festival 2026, one of the world's most influential yacht shows, Primus Marine is entering the final months of the year with an ambitious programme of regional premieres, exclusive yacht experiences and new opportunities for clients across Thailand and Singapore.

Led by Howard Prime, CEO & Co-Founder, alongside Alfie Rowson, Head of Brokerage Phuket, and Patcharasri Kaewpu, Marketing Coordinator, the Primus Marine team attended the festival from 8–13 September 2026 as an authorised dealer for Aquila Boats, Beneteau, Excess Catamarans and SAY Carbon Yachts.

The team's presence in Cannes extended far beyond welcoming clients and exploring new models. It provided an important opportunity to strengthen relationships with global partners, gain first-hand insight into each brand's future direction and develop plans to bring the latest international yachting experiences to Southeast Asia.

Aquila Boats: A Bold Move from Power to Sail

One of the most anticipated highlights of this year's festival was the world premiere of the Aquila 45 Sail, marking an important new chapter as Aquila expands its renowned catamaran expertise into the sailing market.



The Aquila 45 Sail combines the space, comfort and innovation associated with the Aquila name with an engaging sailing experience and a closer connection to the sea. Its international debut attracted considerable attention from yacht owners, visitors and industry professionals throughout the festival. The line-up also cluded the Aquila 46 Coupe and Aquila 50 Yacht, showcasing the breadth of Aquila's Sport, Coupe and Yacht ranges. The Power Catamaran display was equally impressive, featuring the world premiere of the Aquila 35 Sport and the European premiere of the Aquila 45 Sport.

During the festival, Primus Marine held productive discussions with the Aquila team regarding the brand's continued development in Asia, including future opportunities to introduce the Aquila Sail experience to Thailand and the wider regional market.

Excess Catamarans: Sailing with a Distinctive DNA

Excess Catamarans presented three standout models in Cannes: the Excess 11 Rider's Edition, Excess 13 and Excess 14.

Together, the three yachts expressed the unmistakable DNA of Excess: a combination of responsive sailing performance, contemporary design, generous living spaces and a genuine connection with the sea.

The Excess 11 Rider's Edition brought a sportier and more adventurous personality to the



Primus and SAY Carbon Yacht team

range, while the Excess 13 continued to attract attention for its balance of performance, comfort and intelligent onboard design. The Excess 14 was also presented with newly available options, giving future owners greater freedom to personalise their experience on board.

During the show, Howard Prime also congratulated Cosmas Grelon on his new leadership role with the Excess brand. Their meeting provided an important opportunity to discuss future collaborations and the continued growth of Excess Catamarans in Thailand.

Building on the brand's established presence in Phuket, Primus Marine brought the Excess experience to the Gulf of Thailand through Excess Tour Pattaya at Ocean Marina Yacht Club. The event offered guests the opportunity to discover the Excess 14 firsthand through onboard viewings and sea trials.

The programme continues with Excess Open Day at Ao Po Grand Marina, Phuket, on 7 November 2026, featuring the Excess 13 and Excess 14. Guests will have the opportunity to explore both models, experience scheduled sea trials around Ao Po, and enjoy food and drinks in a relaxed marina setting.

Beneteau: A New Evolution of Iconic Ranges

The Cannes Yachting Festival 2026 represented another milestone for Beneteau, with an extensive display spanning sailing yachts, day boats, motor yachts and long-distance cruising models.

Among the principal highlights were the new Swift Trawler 43 and Gran Turismo 40 Open Alpine Edition. Both models represent the continued evolution of two of Beneteau's most recognisable ranges, combining contemporary design, performance and exceptional comfort on the water.

The motor yacht and day-boating line-up also included the Gran Turismo 35, Gran Turismo 50 Alpine Edition, Swift Trawler 37, Grand Trawler 63, Flyer 9 SUNdeck, Flyer 10 Sport Top, Antares 9, Antares 11 Coupé and Antares 12 Fly.

Beneteau's sailing collection featured the First 36 SE, First 60, Oceanis 37.1, Oceanis 47 and Oceanis 52, demonstrating the remarkable depth of the brand's portfolio - from accessible day boating and family cruising to performance sailing and extended voyages.

For Primus Marine, the festival provided a valuable opportunity to explore the latest models, meet with the Beneteau team and gain deeper insight into the brand's future direction across both its sailing and motor yacht ranges.

SAY Carbon Yachts: Where Performance Meets Design

Another defining moment of the festival was the presentation of the new SAY 42 Sport by SAY Carbon Yachts.

Cannes marked one of the model's first major international appearances. Developed using advanced lightweight carbon construction, the SAY 42 Sport combines remarkable speed, precise handling and a highly distinctive design.

Alongside it, the SAY 52 showcased the brand's performance-driven philosophy on a larger scale, uniting advanced technology, luxury and meticulous craftsmanship. The SAY

52 exhibited in Cannes was particularly meaningful for Primus Marine, as the yacht forms part of its Saint-Tropez operations.

Throughout the festival, guests were invited to explore the yachts through private viewings, meet the SAY Carbon Yachts team and experience their performance during exclusive sea trials.

Primus Marine and the management team of SAY Carbon Yachts also discussed opportunities to showcase the SAY 42 Sport in Asia, including a potential private presentation at ONE° 15 Marina in Singapore. If confirmed, the event would give clients in the region the opportunity to experience the model's carbon-fibre construction, performance and distinctive design firsthand.

From Cannes to Monaco

Primus Marine's European visit continued at the Monaco Yacht Show, where Howard Prime attended as an authorised representative of SAY Carbon Yachts.

Participation in both shows strengthened the company's relationships with its international partners and provided valuable insights into the latest yacht designs and technologies. These connections and insights support Primus Marine's commitment to helping clients across Southeast Asia make informed decisions about yacht ownership.

Beneteau Open Day: Two Worlds of Performance

Following the Cannes Yachting Festival, Primus Marine hosted Beneteau Open Day at Ocean Marina Yacht Club, Pattaya, on 19 September 2026.

Held in collaboration with Porsche Centre Pattaya, the event brought together premium boating and automotive performance in a relaxed waterfront setting.

Porsche presented five vehicles across four models: the 911 Carrera, the all-electric Taycan, the Panamera and the Cayenne. Guests also had the opportunity to experience the ayenne firsthand through exclusive test drives.

Alongside the automotive display, Primus Marine showcased three Beneteau powerboats: the Antares 11 Fly, Flyer 10 and Flyer 10 Sport Top. Each offered a different approach to enjoying time on the water, combining performance with spaces designed for comfort and socialising.

From relaxed family cruising to watersports and weekend trips, the three models highlighted the versatility of the Beneteau range and the possibilities for exploring Thailand's coastline and nearby islands.

Guests stepped aboard to explore each boat's design and layout and speak with the Primus Marine sales team, while the marina's sunset backdrop provided a memorable setting for the evening. Together, the Porsche vehicles and Beneteau powerboats created a compelling showcase of advanced engineering, refined design and contemporary luxury across land and water. The collaboration successfully connected two complementary lifestyle audiences and delivered a truly memorable occasion for everyone in attendance.











Primus Marine team

Primus Marine extends its sincere appreciation to all the guests who joined us, as well as to Porsche Centre Pattaya for helping make this special collaboration possible.

We would especially like to express our deepest gratitude to Ocean Marina Yacht Club for its exceptional support and generous hospitality throughout the event. From providing the beautiful waterfront venue and berthing facilities to assisting with the event arrangements, food and beverages, the Ocean Marina team played an essential role in bringing the Beneteau Open Day to life.

As this was Primus Marine's first dedicated Beneteau event at Ocean Marina Yacht Club, the team's warm welcome, professionalism and close cooperation were especially meaningful to us. The success of the event would not have been possible without their invaluable support, and we sincerely look forward to creating more memorable occasions together in the future.

A Powerful Finale to 2026

The final months of 2026 promise to be an exciting period for Primus Marine, with a series of exclusive events planned across Thailand and Singapore.

The journey begins with the Pattaya Excess Tour, offering clients in the Gulf of Thailand the opportunity to experience the Excess 14 through private yacht viewings and sea trials. The event is designed to introduce guests to a new expression of sailing—one that combines responsive performance with generous space, comfort and freedom on board.

This will be followed by an Excess Catamarans event in Phuket, where Primus Marine plans to showcase the Excess 13 and Excess 14, giving guests an opportunity to experience two of the brand's latest models together.

In November, attention will turn to Singapore for the proposed Aquila 42 Coupe Open Day at ONE°15 Marina Singapore. Guests will be invited to discover the yacht's intelligent design, onboard technology and Hydro Glide Foil System, developed to reduce drag, improve performance and enhance fuel efficiency.

The year is then expected to conclude with a major Asian debut: the presentation of the SAY 42 Sport at ONE°15 Marina Singapore. The event will provide regional clients with an opportunity to experience a 100% carbon performance yacht from Germany, where advanced technology, speed, luxury and precision come together in one remarkable design.

For Primus Marine, the Cannes Yachting Festival 2026 was not simply the conclusion of another international yacht show. It marked the beginning of a new chapter—one that will connect world-class innovation with the rapidly developing yachting market in Asia.

The next journey is about to begin.

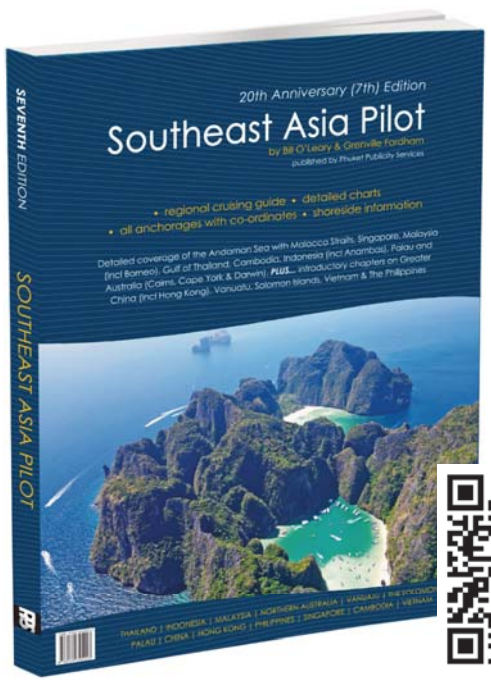
Follow Primus Marine on Facebook and Instagram, or visit www.primus-marine.com, for official announcements, event dates and registration details.

Event dates, participating yachts and programme details are subject to change. Please follow Primus Marine's official channels for the latest information.



INDUSTRY MILESTONE: Southeast Asia Pilot seeks NEW OWNER

The award-winning Southeast Asia Pilot – the definitive cruising guide to Asian waters – is being offered for sale in its entirety as part of a planned retirement.



Rare opportunity. Acquire a globally respected niche publishing asset with strong brand equity, proven demand & significant upside under new ownership.

For 20 years Asia's yachting 'bible'. Established, authoritative cruising guide – the essential reference for yachts cruising the region – in continuous publication for 20 years+

Retirement plan. For sale as part of an orderly retirement plan. Includes copyright, photo library, 600-anchorage database, SEAP brand, print and eBook editions, website and introduction to contributor network.

On board every yacht. Trusted by private cruising yachts, charter operators and clients as well as superyacht captains and owners.

Not easily replicated. Sold in more than 40 countries, combining history, trust, deep local knowledge and established contributor network.

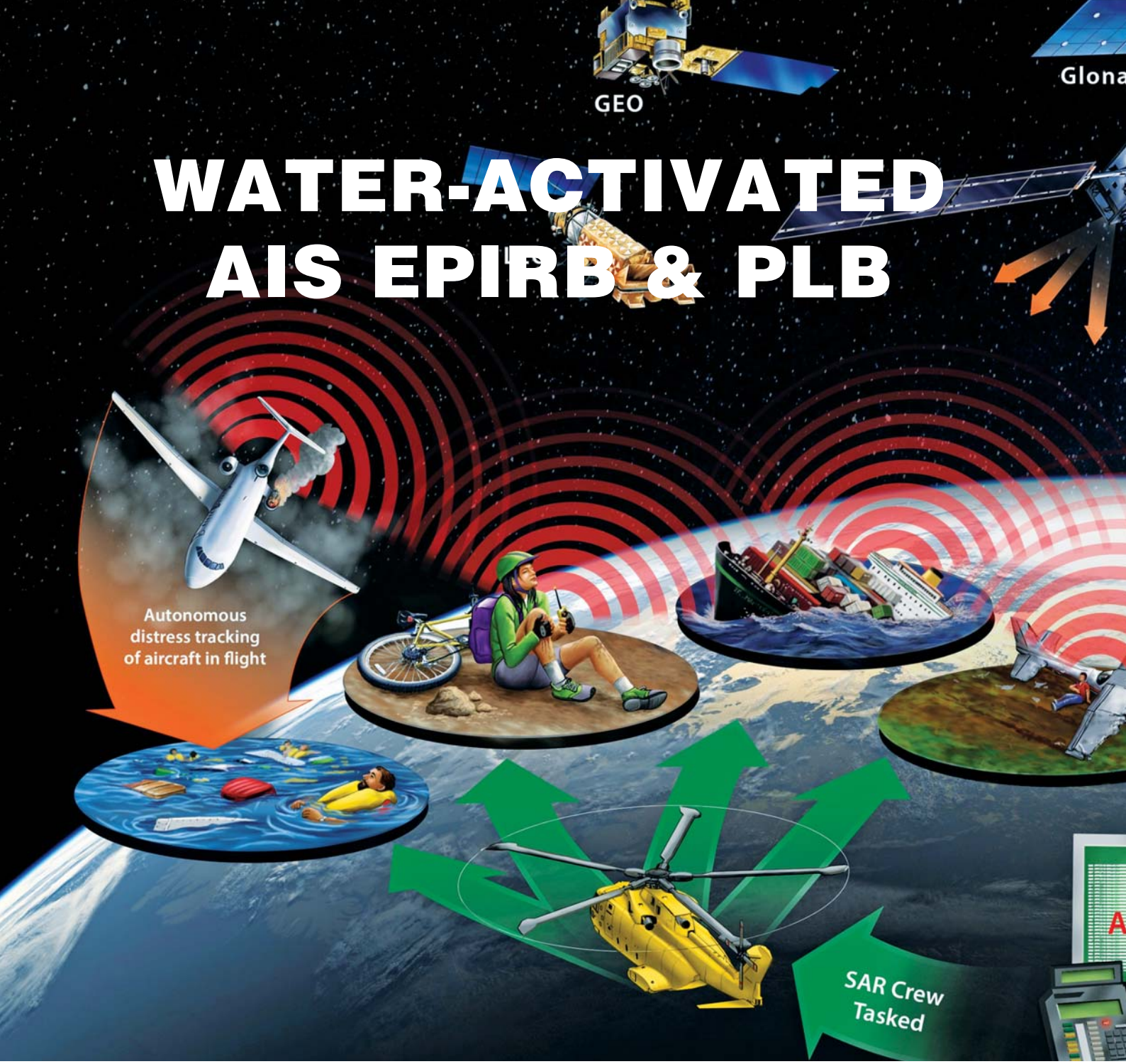
Multiple distribution channels. Direct mail order, renowned international distributors, marinas, chandleries and charter operators.

Website potential. Clear potential for content expansion, lead generation, advertising and sponsorship, and integration with marina, charter or publishing ecosystems.

Conservatively marketed: Despite its global reputation and reach, it has been conservatively marketed and largely operated by a single individual, with no digital monetization. It nevertheless currently generates a healthy surplus.

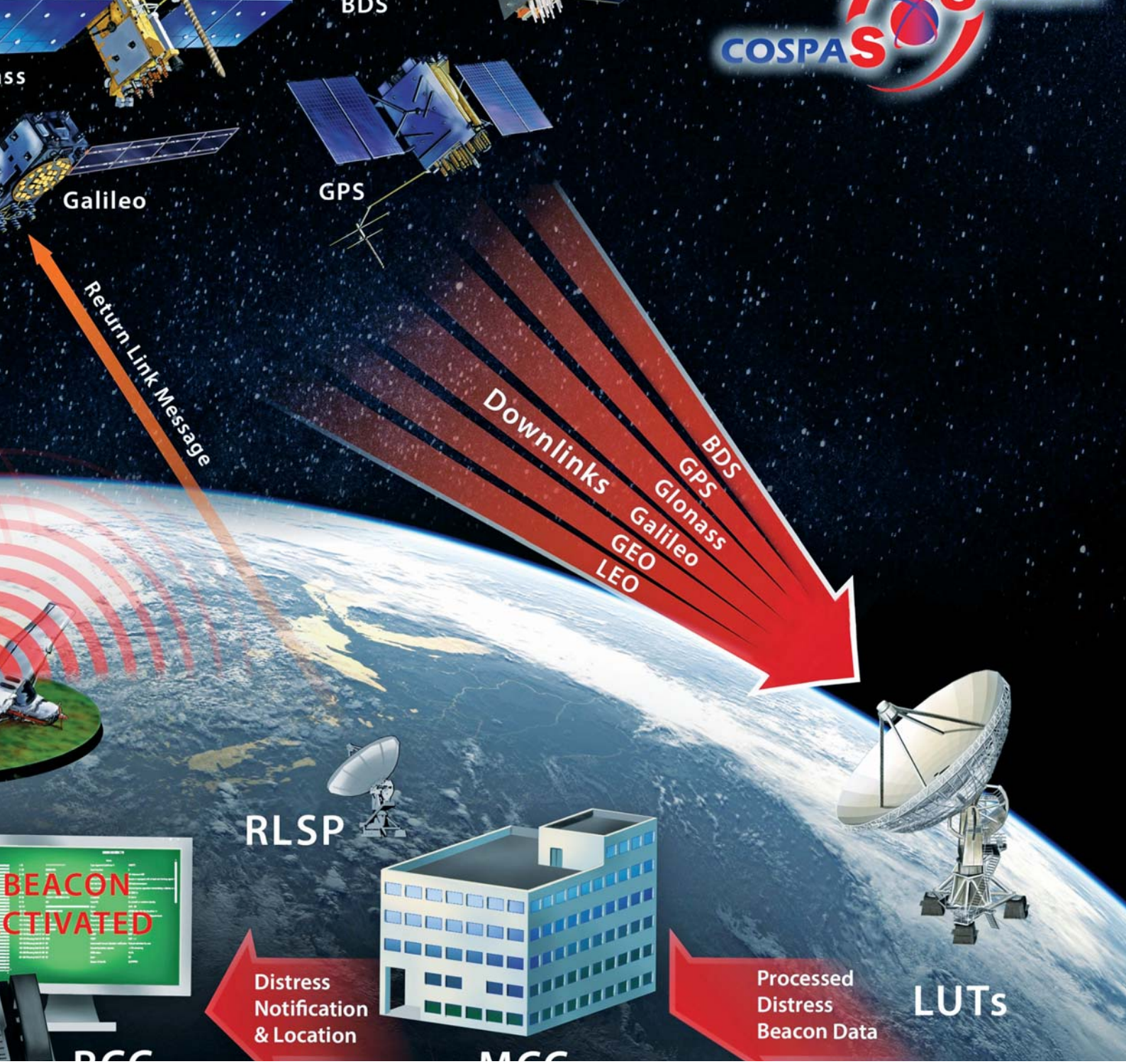
Scan the QR code to download the more detailed **Acquisition Overview**.

WATER-ACTIVATED AIS EPIRB & PLB



How EPIRB & PLB Work

In the past, we've discussed many ways to clean & beautify your boat, but it's just as important – more so, if fact – to be safe on the water and to be ready and prepared in case of emergencies. As such, East Marine is offering the MT606G AIS EPIRB, from GME, one of the most advanced EPIRBS available.



MT606G

Designed, engineered and manufactured in Australia, the MT606 Series of EPIRBs have obtained international Cospas-Sarsat approval. Boasting the latest advances in emergency beacon technology, the MT606 ensures the safety of your vessel and crew in emergency situations, regardless of your location

Why have an EPIRB? An EPIRB can save your life and the lives of others on board by providing rescue authorities your precise location in the event of an emergency. GME EPIRBs are self-contained 406 MHz radio transmitters that emit an internationally recognised distress signal on the Cospas-Sarsat satellite system.

GNSS Equipped

MT606 EPIRBs feature an integrated GNSS receiver, delivering greater position accuracy and faster location fix than previous models. Boasting zero warm-up digital technology, MT606 Series EPIRBs acquire and transmit accurate latitude/longitude and personal identification information to rescue authorities as soon as possible. In combination with a high-intensity, solid state strobe light and auxiliary 121.5 MHz VHF homing transmitter, the MT606 Series is the ultimate in emergency beacon technology.



GME MT620GR GNSS PLB (Personal Locator Beacon) with Return Link



MT620GR

AIS Equipped

The MT606G EPIRB is equipped with a built-in AIS transmitter. AIS is a maritime tracking system that allows vessels to automatically exchange information, such as identification, position, course, and speed, with other nearby ships, coastal authorities, and rescue coordination centres. When an MT606G EPIRB is activated in an emergency, it will not only transmit a distress signal to satellite-based rescue systems, but it will also broadcast the EPIRB's position and other identifying information over the AIS network. This helps nearby ships and rescue teams quickly locate the distressed vessel and coordinate a timely response.

The AIS capability of the MT606G EPIRB provides an added layer of safety and redundancy in emergency situations, improving the chances of a swift rescue. This feature sets the MT606G apart as an advanced, reliable EPIRB solution for maritime applications.

Water Activation

The MT606 Series of EPIRBs are able to be activated both manually and automatically upon contact with water. The Category 2 EPIRB model (MT606G) will automatically activate when the unit is removed from the mounting bracket and is deployed in water by the user. The Category 1 EPIRB model (MT606FG) will automatically deploy from the 'Float-Free' housing via a hydrostatic release unit at a depth of 1.5 – 4 metres, with the beacon activating upon contact with water.

How does AIS EPIRBs work?

1. A distress beacon is activated.
2. 121.5MHz homing Signal begins transmission.
3. AIS Signal begins transmission to alert nearby vessels of a distress.
4. 406MHz satellite signal, with its unique identification number or HEX ID, is transmitted and detected by the nearest satellite.
5. An alert is sent to the nearest Local User Terminal (LUT).
6. The alert is processed by the nearest Mission Control Centre (MCC) and forwarded to the Rescue Coordination Centre (RCC).
7. The RCC is notified and begins to arrange search and rescue operation. Registration details are provided to the RCC in the country in which the beacon is both activated and registered.
8. Search and rescue authorities commence search operations as soon as they can. If your beacon is registered with the local maritime authority, Search and Rescue will ring your emergency contacts immediately for information regarding your whereabouts. It is important to keep your contact details updated in order for search operations to commence as soon as possible. Note: Do not turn off your distress beacon until advised by rescue services.

MT605G

Compact and lightweight, the MT605G is easy to install on any vessel utilising the specially designed quick release mounting bracket. The MT605G features a next generation GNSS Receiver (supporting GPS and Galileo satellite systems) and High Intensity Solid-State Strobe Lighting to assist search and rescue teams. Certified by Cospas-Sarsat for worldwide usage, and boasting a 10-year battery life and 6-year warranty, the MT605G represents great value for such an important piece of emergency equipment. GME's digital Emergency Position Indicating Radio Beacons (EPIRBs) have led to hundreds of successful rescues in Australia and around the world. With over 35 years' experience engineering and manufacturing EPIRBs in Australia, GME is at the forefront in development of life saving safety equipment.



MT605G

MT606FG

The Accusat™ MT606FG is a float-free Emergency Position Indicating Radio Beacon (EPIRB) specifically designed to activate when a vessel is submerged to a depth of 1–4 meters. Equipped with a hydrostatic release unit, the beacon is automatically ejected and activated upon contact with water. The beacon then floats to the surface, transmitting a distress signal that indicates your position to Search and Rescue Authorities. The MT606FG includes Automatic Identification System (AIS) emergency broadcasting. Upon activation, a distress signal is broadcast to nearby AIS equipped vessels. A nearby vessel can potentially render assistance faster than traditional search and rescue assets, leading to better outcomes for survivors.

GNSS PERSONAL LOCATOR BEACON MT620GR

The MT620GR is a super-compact, lightweight PLB, offering an impressive 7-year battery life and a 6-year warranty.

The MT620GR has been designed, engineered, and manufactured in Australia, to provide the outdoor adventurer or lone worker with a GNSS PLB solution that is compact, easy-to-use, and affordable.

Featuring an integrated GNSS receiver, zero warm-up time, high intensity LEDs, IP68 Ingress Protection and an inherently buoyant design, the compact size of the MT620GR has not compromised the safety features included. The MT620GR is designed to meet and exceed the latest international standards and is Cospas-Sarsat Class 2 certified. Effortlessly monitor Battery Status, GNSS and PLB self-tests, and more — all in the ACCUSAT Connect App.

GME is the only Australian manufacturer of emergency beacons and has been designing, engineering, and manufacturing EPIRBs and PLBs for over 30 years. In that time our beacons have been used to save countless lives around the world.

For more information, please contact East Marine at sales @ eastmarineasia.com.

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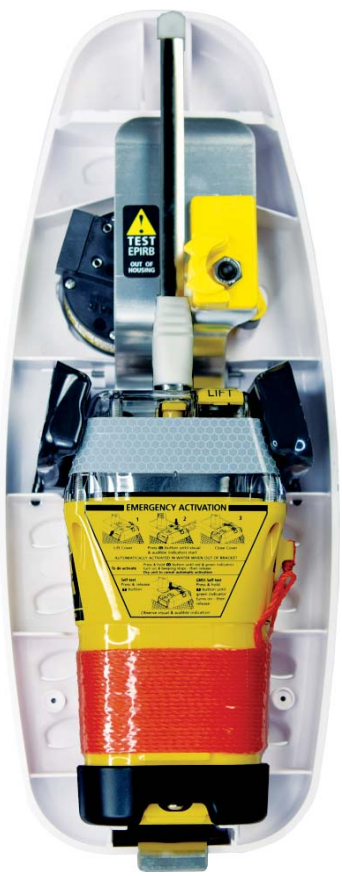

MT606FG

Inside Maritimo's Queensland Home

A finished motor yacht tells only part of its story.



Howard Prime









A glimpse of the engine room.

To understand why an engine room is laid out a certain way, how a hull takes shape or what makes a yacht capable of spending extended periods at sea, it helps to see what happens long before it reaches the water.

On Australia's Gold Coast, Maritimo's Queensland headquarters gives prospective owners the opportunity to step behind the finished product and into the process of creating their own motor yacht. They can see firsthand how the design, engineering and craftsmanship come together, while meeting the people responsible for bringing each yacht to life.

For Southeast Asian buyers, the journey to Queensland offers an experience that goes well beyond seeing a completed model at a boat show or through a dealer. Owners can explore the thinking behind the yacht, make selections around finishes, materials and interiors, and follow how those decisions are translated into a yacht being built for them.

"There is no better place to experience the DNA and craftsmanship that goes into producing these yachts than the shipyard itself," said Howard Prime of Primus Marine, Maritimo's dealer in Southeast Asia. "It's where the passion is born, and the model lineup is designed from the keel up."



The people behind every build.

Where it all comes together

The experience begins at Maritimo's Customer Experience Centre, where prospective owners can explore their preferred model and consider the finishes, materials and interior selections that will make it their own. Customised digital displays bring individual configurations to life, while dedicated consultation spaces allow buyers to work through the details before construction is complete.

But the heart of the visit lies beyond the showroom.

A factory tour takes visitors to the journey of Maritimo's yacht's creation, from design and research through lamination, fabrication, engineering integration, fit-out and finishing. Depending on the yachts under construction, visitors may see bare hulls alongside vessels approaching completion, offering a rare opportunity to understand how individual systems and components eventually come together.

For Prime, seeing yachts being built is part of what makes the experience valuable.

View from the S50 Sedan at SCIBS 2026.



"In addition to the shipyard experience, meeting the company leaders and teams that have brought a customer's vision to life really brings home the way that Maritimo has brought long-range motor cruising to the fore in the industry," he said. "Plus, there are fewer things more inspiring than seeing motor yachts in different stages of build."

Engineering with ownership in mind

Maritimo's approach has its roots in founder Bill Barry-Cotter's decades of offshore boating experience, with the yachts designed around long-distance cruising, practicality, and access to the systems owners and crews rely on at sea.

Walking through the factory gives prospective owners a chance to see how that philosophy translates into physical design.

A walk-in engine room, for example, is more than a specification on a brochure. Seen during construction, its layout demonstrates how machinery can be accessed for inspection, servicing and maintenance throughout the life of the yacht.

The same applies above deck. Maritimo's enclosed flybridges create protected, climate-controlled spaces for cruising in changing weather, while shaft-drive configurations, integrated storage and carefully considered onboard spaces reflect the practical demands of spending longer periods away from the marina.

These characteristics have particular relevance in Southeast Asia, where cruising can mean moving between very different environments and spending extended periods aboard.

"Our clients view Maritimo as an ultimate vessel for the way of life at sea," Prime said. "Each yacht is built for extended cruising, allowing owners to experience nature and remote destinations to an extent that many other brands struggle to match."



Maritimo's head office-factory.

Built for the real world

Seeing a Maritimo in its Australian home environment also puts its offshore credentials into context.

Australia's extensive coastline, with long distances between ports and conditions that can change considerably from sheltered coastal waters to open sea, has shaped the way Maritimo approaches motor yacht design. At the factory, prospective owners can see not only the finished yacht, but the structure, systems and engineering behind its long-range capability and performance at sea.

"Visiting Maritimo's Australian home base gives prospective owners a much deeper understanding of the thinking behind the yachts," said Prime. "Experiencing the environment where so many Maritimo models were designed and developed helps owners better appreciate the brand's focus on long-range capability, practicality and real-world cruising. It also shows how Maritimo has created a platform designed to perform confidently across a wide range of cruising environments around the world."

For buyers thousands of kilometres away in Southeast Asia, that context is much-needed. Long-range capability is not simply about how far a yacht can travel; it also encompasses how comfortably people can live aboard, how easily essential systems can be accessed and maintained, how the vessel handles changing conditions and whether its spaces continue to work for owners once a weekend on the water becomes a much longer voyage.

Meeting the people behind the yacht

There is another element of the factory visit that cannot be replicated through specifications or even time aboard a finished yacht: direct access to the people responsible for creating it.

Throughout the visit, prospective owners can meet members of Maritimo's engineering, technical and production teams and gain a clearer understanding of the choices behind the vessel they may eventually own.

For an owner commissioning a new motor yacht, that can turn what is otherwise a highly technical manufacturing process into something much more tangible. Seeing it take shape is part of the ownership experience.

As Prime puts it: "Prospective owners will be spending considerable time aboard their chosen motor yacht, and there is no better way to understand your boat than to first understand the people behind it."

For Southeast Asian owners making the journey to Queensland, that may ultimately be the value of going behind the build. A boat show can reveal what a yacht is like to step aboard. But the shipyard reveals why it was built that way in the first place.

Part of the S50 Sedan, which debuted at SCIBS 2026.



The S50 at SCIBS.





SEA Yachting Q&A with

Scott Finsten

Scott Finsten, Harbour Master CMM | Ocean Marina Jomtien, at the recent World Luxury Awards

Scott, please tell us a little about yourself: where you are from, where you grew up, how you got involved in sailing and then later the marina industry.

I'm originally from Australia, and my career has largely revolved around boating, sailing and the marina industry.

Before coming to Thailand, I worked with d'Albora Marinas, one of Australia's major marina operators, including at Akuna Bay, The Spit and Rushcutters Bay in Sydney.

Following the Sydney Olympics, I became Marina Manager at the Cruising Yacht Club of Australia (CYCA), home of the famous Rolex Sydney Hobart Yacht Race. That was a fantastic environment to work in, surrounded by some of Australia's most experienced sailors, yacht owners and racing professionals.

My involvement in sailing has also given me opportunities to compete internationally, including in Thailand. Since 2005, I had been visiting Thailand regularly to participate in the Samui Regatta, usually with a group of friends chartering a yacht for the event.

Those visits introduced me to Thailand's sailing community, its marinas and the tremendous cruising opportunities in the Gulf of Thailand.

Today, I'm a Certified Marina Manager (CMM), and I remain very involved in the wider industry, including serving on the board of the Thai Yachting Business Association (TYBA) and working with the Marina Industries Association (MIA).

I have always enjoyed the operational side of running marinas, but equally important to me are the relationships with boat owners, captains, marine businesses and the broader boating community.

Why did you originally come to Thailand and why have you stayed?

My relationship with Thailand began through sailing.

From 2005, I was travelling to Koh Samui each year for the Samui Regatta. We would charter yachts, participate in the racing and enjoy the hospitality and cruising opportunities that Thailand had to offer.

Through those visits, I became increasingly familiar with the marine industry here, including Ocean Marina and the other developing marinas around Thailand.

Eventually, the opportunity arose to make Thailand my home and continue my marina management career at Ocean Marina.

What initially attracted me was the sailing, the lifestyle and the opportunity to work in a developing marine industry.

What has kept me here is a combination of the people, the opportunities and the tremendous poten-



tial I see for recreational boating throughout Thailand and Southeast Asia.

Thailand has an established marine tourism industry, excellent cruising grounds, skilled marine businesses and a very welcoming culture.

I have now spent around 16 years living in Thailand, and I still believe there is enormous potential for the industry to develop further.

Please tell us how Ocean Marina has evolved since you first arrived, noting the recent renovations to the hotel, new berths and the new café/bar on the water where you hold Grow Boating events.

Ocean Marina has changed considerably over the years, and the development has accelerated in recent times.

When I first became involved, Ocean Marina was already an established yachting destination, but our facilities, services and the overall marina environment have continued to evolve.

One of the most significant developments has been our investment in accommodating larger yachts and superyachts.

Our original dedicated superyacht berth was approximately 50 metres long. This was extended to 100 metres in 2025, with further expansion planned to approximately 130 metres. Together with our shore-power infrastructure and marine services, this has significantly strengthened our ability to accommodate larger visiting vessels.

We have also continued upgrading our marina infrastructure, berthing arrangements and shoreside facilities.

An important part of Ocean Marina's evolution has been the growth of the marine business community operating within the property. We now have more than 50 marine-related businesses, including yacht manufacturers, boat dealers, service providers, charter operators and specialist marine contractors.

That makes Ocean Marina much more than simply somewhere to berth a boat. Owners can access a broad range of marine services in one location.

The renovation and repositioning of the hotel has also been an important development. Having quality accommodation, restaurants and leisure facilities alongside the marina is a significant advantage, particularly for visiting yacht owners, crews and families.

The waterfront food and beverage venues have helped create a more social atmosphere, and our Grow Boating events are an excellent example of this. They bring together yacht owners, marine businesses, sailors and visitors in a relaxed setting overlooking the marina.

Looking ahead, we have ambitious plans for further development, including additional dry-stack storage, expanded hardstand facilities, larger lifting capabilities and a more extensive waterfront retail and dining precinct.

The objective is to continue developing Ocean Marina as a complete marine destination, rather than simply expanding the number of berths.





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What is special in your opinion about your marina?

I think what makes Ocean Marina special is the combination of its location, facilities, marine services and boating community.

We are situated on the eastern side of the Gulf of Thailand, within convenient reach of Bangkok and its international airports, while also providing direct access to some excellent cruising grounds.

There are beautiful islands within a relatively short distance of the marina, making it possible to enjoy anything from a day trip to an extended cruise.

From an operational perspective, Ocean Marina offers a level of infrastructure that is not always easy to find in this part of the world.

We have extensive wet berthing, a 75-tonne Travelift, hardstand facilities, fuel services, shore power and a large concentration of marine businesses operating on-site.

Our ability to support everything from small recreational boats through to large superyachts is an important advantage.

But I think the people are equally important.

Over the years, we have developed a strong community of boat owners, sailors, marine businesses and long-term customers. Many of our customers have been with us for years, and there is a genuine sense of community around the marina.

We also host sailing events, regattas, boating activities and social gatherings throughout the year.

For me, a successful marina isn't just measured by the number of berths or the quality of its infrastructure. It's also about creating an environment where people enjoy spending time and where the boating industry can thrive.



Please tell us about the many honours bestowed on your marina

We have been extremely fortunate to receive considerable international recognition, and I believe these achievements reflect the hard work of our entire marina team.

One of our most significant achievements was attaining **5 Gold Anchor Platinum accreditation**, which represents an exceptional standard of marina facilities, services and customer experience.

We have also achieved **Superyacht Ready accreditation**, recognising our capabilities and commitment to servicing larger yachts and their crews.

Environmental responsibility is another important part of our operations, and we have achieved **Clean Marina Level 3 accreditation**.

In 2025, Ocean Marina was recognised as **Best Marina in Asia at the Yacht Style Awards**, which was a particularly pleasing achievement for everyone involved.

What makes these recognitions important is that they are not simply awards to display on a wall.

The accreditation processes involve detailed assessments of our facilities, management systems, safety procedures, environmental practices and customer services.

They also provide a framework for continuous improvement.

As Harbour Master, I believe international standards are extremely valuable because they encourage marinas to benchmark themselves against the best facilities around the world.

Ultimately, our customers are the beneficiaries of those improvements.

You have been a big proponent of cruising in the Gulf of Thailand area. Many know about the islands just off of the Jomtien area, but please tell us more about cruising in the Koh Chang archipelago and further south down Samui way and towards and after the Malay border

I have always believed that the Gulf of Thailand is one of the most underrated cruising destinations in Southeast Asia.

Most international yachts visiting Thailand are familiar with Phuket and the Andaman Sea, but the Gulf of Thailand offers an entirely different cruising experience.

Starting from Ocean Marina, we have some excellent islands close to Pattaya and Jomtien, including Koh Larn, Koh Phai and the surrounding islands, which are ideal for day trips and weekend cruising.

Heading east towards the Cambodian border, the Koh Chang archipelago offers some spectacular cruising.



Koh Chang, Koh Mak and Koh Kood provide beautiful anchorages, clear water, tropical scenery and a much more relaxed cruising environment than many of the busier destinations.

Koh Mak is particularly appealing for its peaceful atmosphere, while Koh Kood has some wonderful beaches and natural scenery.

Further south, the Gulf opens up into a much larger cruising area.

Koh Samui, Koh Phangan and Koh Tao are already well-established destinations, offering a combination of excellent sailing, diving, restaurants, resorts and beautiful anchorages.

However, what I find particularly interesting is the coastline between these better-known destinations.

There are numerous smaller coastal communities, fishing ports, islands and anchorages that receive relatively little attention from the international cruising community.

Continuing south towards Songkhla and the Malaysian border, there are opportunities to explore parts of Thailand that most visiting yachts never experience.

Beyond the border, Malaysia's east coast offers further cruising opportunities, including destinations such as the Perhentian Islands, Redang and Tioman.

In my view, the real opportunity is to promote the Gulf of Thailand and the east coast of Peninsular Malaysia as part of a connected regional cruising route.

Rather than visiting one marina or one destination, yachts could spend months exploring the coastline, moving between Thailand, Malaysia and other parts of Southeast Asia.

Of course, passage planning is important. Seasonal weather, particularly the northeast monsoon, needs to be considered, and some areas have limited marina infrastructure or require careful planning for fuel and supplies.

But for well-prepared cruising yachts, there is an enormous amount to discover.

I would love to see more international cruising yachts venture beyond the traditional destinations and experience what this region has to offer.

How do you think people in the marina/yachting industry in Southeast Asia can better collaborate in order to do a better job of promoting the region and attracting more yachties to the area, especially those who may not be familiar with all that Southeast Asia has to offer?

I think this is one of the most important opportunities for our industry.

Southeast Asia has some of the finest cruising destinations in the world, but we haven't always done a particularly good job of promoting the region collectively.

Too often, individual countries, marinas and destinations focus on promoting themselves rather than looking at the bigger picture.

The reality is that international cruising yachts don't necessarily see Thailand, Malaysia, Singapore or Indonesia as separate destinations.

They see Southeast Asia as a region they would like to explore.

We should be working together to make that experience as attractive and straightforward as possible.

One initiative I have personally undertaken is establishing a WhatsApp group for marina managers throughout Southeast Asia.

The objective is to encourage communication, share information, exchange ideas and develop stronger professional relationships between marina operators.

It's a relatively simple initiative, but I believe these connections are extremely valuable.

Through my involvement with the Thai Yachting Business Association and the Marina Industries Association, I also see opportunities for greater collaboration between industry associations.

I would particularly like to see more coordinated regional marketing, including participation in international boat shows, cruising publications and marine tourism events.

We should be promoting Southeast Asia as a connected cruising destination, highlighting not just the marinas but also the anchorages, islands, marine services, cultural experiences and hospitality available throughout the region.

Another important area is sharing practical cruising information.

Visiting yacht owners need reliable information about marina facilities, immigration and customs procedures, fuel availability, maintenance services, safe anchorages and seasonal cruising conditions.

If we can make that information easier to access, we can remove some of the uncertainty that discourages yachts from visiting unfamiliar destinations.

I also believe marina operators should be help-



ing one another rather than simply competing.

If a yacht leaves Ocean Marina heading towards Malaysia, I would much rather be able to recommend a trusted marina manager or facility along the route.

Similarly, I would hope those marina operators would feel comfortable recommending Ocean Marina to yachts heading north.

Ultimately, the more yachts we attract to Southeast Asia, and the longer they remain in the region, the more everyone benefits.

Along the same lines, what potential government initiatives could entice more yachts and get them to stay in these waters for longer, exploring more of the region?

I think governments throughout Southeast Asia have an enormous opportunity to support the development of marine tourism.

One of the most important areas is simplifying the procedures for visiting foreign yachts.

Unlike commercial shipping, recreational yachts often travel slowly, spend extended periods in individual destinations and contribute directly to local tourism economies.

However, yacht owners and captains can sometimes encounter complicated immigration, customs and port clearance procedures when moving between countries.

Making these processes more straightforward, predictable and consistent would be a significant improvement.

Longer and more flexible permissions for visiting yachts to remain in a country would also be beneficial.

Many international cruising yachts operate on seasonal schedules, and owners may wish to leave their vessels in a marina while returning home for several months.

Thailand provides an excellent example of how practical regulations can encourage visiting yachts to remain longer. Under Thailand's temporary yacht importation arrangements, visiting foreign yachts can initially remain in the country for six months, with the possibility of extending their stay a further four times, subject to the applicable requirements. This provides yacht owners with considerable flexibility to leave their vessels safely in a marina while returning home, and then come back to continue exploring Thailand and the surrounding region.

It's a good example of how government regulations can actively support marine tourism by encouraging visiting yachts to stay longer, use local marine services and contribute to the economy.

Similar arrangements across Southeast Asia, together with clear and practical procedures for temporary yacht importation, crew movements and extended stays, would make the entire region more attractive to international cruising yachts.

Another opportunity is improving the regulatory environment for foreign-flagged charter yachts, particularly superyachts.

Thailand has already made progress in recognising the economic potential of the superyacht industry, but there is still an opportunity to make the regulations clearer and more accessible.

Superyachts bring considerable economic benefits beyond marina berthing fees.

They purchase fuel, provisions, maintenance services, hospitality, transport and tourism experiences, while also creating opportunities for local marine businesses.

I would also like to see governments take a more regional approach to marine tourism.

For example, greater coordination between Thailand, Malaysia, Singapore and Indonesia on yacht clearance procedures and cruising information could make Southeast Asia much more attractive to international yacht owners.

Infrastructure is another important consideration.

Not every destination needs a large luxury marina, but safe anchorages, reliable navigation information, fuel availability, waste disposal facilities and occasional sheltered berthing can make an enormous difference to cruising yachts.

Governments could also support the industry through coordinated international marketing, particularly by working with marina operators, yacht clubs, charter businesses and marine industry associations.

Finally, I think it's important for governments to recognise that yachting tourism is about much more than wealthy yacht owners.

A visiting yacht supports a wide range of local businesses, from marine technicians and suppliers to restaurants, transport operators, markets and tourism providers.

Encouraging yachts to stay longer and explore more destinations spreads those economic benefits across a much wider area.

Southeast Asia already has the natural beauty, cultural diversity and hospitality to compete with the world's most established cruising regions.

What we need now is to make it easier for yachts to come here, move around the region and, most importantly, want to stay longer.

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ISSA -
Anchoring standards in Asia



Sail in Asia on the water

Sailing has always been a sport of horizons — of looking beyond the shoreline to what lies further afield. For decades, the International Sailing Schools Association (ISSA) has been charting those horizons, building a framework of accredited training that stretches from Europe to the Americas. Now, the tide has turned toward Asia.

In this three part series, we follow that journey. Part 1 sets the foundations — ISSA's global role and its expansion into Southeast Asia. Part 2 will bring the human dimension: the instructors, students, and programs shaping the next generation. Part 3 looks ahead to the future, exploring how accreditation will spread across the region and redefine Asia's place in the international sailing community.

Together, these chapters reveal how a European vision has found new waters in Asia — and how Southeast Asia is preparing to sail into its accredited future.



WMU Professor Maximo Q. Mejia and Tomasz Lipski

Part 1 – From Europe to Asia: ISSA's Accredited Pathway Reaches Southeast Asia

Phuket has long been known as a sailing paradise, but in recent years it has taken on a new distinction: becoming the hub of ISSA accredited sailing education in Southeast Asia. The International Sailing Schools Association (ISSA), headquartered in Warsaw, is one of the world's leading authorities in sailing instruction. Its accreditation is a mark of quality, consistency, and international recognition — and now, Thailand stands proudly on that map.

ISSA's Global Role

Founded in 1969 by six pioneering sailing institutions across Europe, ISSA was created to unify sailing education across borders. At the time, training was fragmented: qualifications earned in one country often had little recognition elsewhere. ISSA's mission was to change that by creating a framework where sailors could train in one country and have their skills recognized worldwide.

Today ISSA's reach is truly global:

- **Scale:** More than 3,500 accredited schools worldwide.
- **Pathways:** Structured certifications from Yacht Crew to Offshore Skipper, plus instructor qualifications.
- **Recognition:** Consultative NGO status with the Council of Europe since 1982.
- **Innovation:** Programs such as Inclusive Sailing and Prevent Plastic Pollution.
- **Partnerships:** Cooperation agreements with institutions like the World Maritime University.

Tomasz Lipski, President of ISSA, reflects on this enduring mission: "When ISSA was founded in 1969, our vision was to make sailing education accessible across borders. Today, with thousands of accredited schools worldwide, we remain committed to inclusivity, safety, and sustainability. Asia is now a vital part of that journey — expanding our accredited pathway into Southeast Asia ensures that sailors here can connect with the same international standards and opportunities as their peers in Europe or the Americas."





Sail in Asia classroom

Southeast Asia's Accreditation Story

Thailand is now at the forefront of ISSA's expansion into Southeast Asia. Two accredited schools in Phuket anchor this presence:

• **Sail in Asia** — specializing in yacht training, but also serving as ISSA's **standards authority** Beyond delivering courses, Sail in Asia writes curriculum, trains instructors, and licenses them under ISSA's framework. In many ways, it functions as ISSA's **South East Asian headquarters**, ensuring standards ripple across the region.

• **Seahorse Sailing Phuket** — A dinghy training excellence centre, delivering Thailand's leading youth and adult programs, in two locations at the uber luxurious **SAii Laguna Phuket** and serving as the exclusive training provider for **Phuket Yacht Club**.

Mike Downard, Director of Sail in Asia, explains their role: *"Our responsibility goes beyond teaching yachts. As ISSA's regional standards centre, we develop curriculum, train instructors, and license them to international standards. This ensures that Southeast Asia's sailing schools can grow with consistency and credibility, and that sailors here are part of a truly global community."*

Together, Sail in Asia and Seahorse Sailing Phuket represent the only ISSA accredited sailing providers in Thailand. Their roles are complementary: Sail in Asia sets the professional and regulatory foundation, while Seahorse Sailing Phuket brings dinghy sailing to life for youth and community sailors.

Regional Impact

Accreditation in Thailand is more than a local achievement — it sets a precedent for Southeast Asia. Neighboring countries looking to develop structured sailing programs now have a model to follow. Under the guidance of Sail in Asia ISSA's standards can be replicated across the region, ensuring that sailors from Malaysia, Singapore, Indonesia, and beyond can access internationally recognized training without leaving Asia.

This regional ripple effect is crucial. As Southeast Asia grows as a sailing destination, ISSA accreditation ensures that training quality keeps pace with demand, safeguarding both safety and professionalism.

Setting the Stage

Behind these accreditations are the instructors, communities, and programs that bring them to life. Their stories — from seasoned professionals to passionate youth coaches — form the backbone of Southeast Asia's sailing culture.

Next edition: we meet the people shaping ISSA's journey in Thailand, and explore how their programs are building the next generation of sailors.





Boatworks Phuket

ticks all the boxes when it comes to service and repairs



Boatworks Phuket opened in 2020 and is located at the former Latitude 8 Workshop site in Chalong along the road up to the Big Buddha. Boatworks provides a wide range of services to its marine customers, including but not limited to marine repairs and restoration, rigging, race boat management, rubber dinghy repairs, and yacht delivery. Boatworks has established partnerships with pedigree marine brands such as All Yacht Spars, Australia and Colligo Marine.

General Manager Nick Gutry started his career serving as an apprentice shipwright in New Zealand before moving abroad to Asia. Nick has an extensive history in working with composites, rigging and all manner of marine build and repairs. Locally, he is also the boat manager for the Fugazi Racing team and is actively involved in local cruising and racing activities. Feel free to contact Nick for any enquiries you might have about your boat, dinghy or project!

nick@boatworksphuket.com (https://www.facebook.com/boatworksphuket)





Eco 38 – a new approach to the modern houseboat

Sea Cat Ships in Thailand has developed the new Eco 38, a 12-metre aluminium houseboat catamaran designed to combine comfortable waterfront living with simple operation, low running costs and the ability to be shipped economically to international markets.

Designed by Sea Speed Design and built by Sea Cat Ships, the Eco 38 is quite different from the commercial passenger catamarans and workboats normally associated with the company.

The idea behind the project was relatively simple: to build a houseboat that we would be happy to live aboard ourselves.

Rather than producing the traditional box-shaped houseboat, we wanted something with a more contemporary appearance, large windows, plenty of natural light and the feel of a small waterfront apartment.

At 12 metres overall with a beam of 4.75 metres, the catamaran platform provides a surprising amount of usable space. The wide beam gives the vessel generous internal and external living areas, while the shallow draft of approximately 0.50 metres makes it suitable for protected coastal waters, rivers and lakes.



The Eco 38 can accommodate up to six people overnight and 12 passengers during the day. The interior includes comfortable living and dining areas, a proper galley and bathroom facilities, with full air-conditioning throughout.

One of the challenges was finding the right balance between a house and a boat. It is very easy with this type of vessel to keep adding furniture, appliances, batteries, water and equipment, but ultimately it is still a 12-metre boat and weight and weight distribution remain important.

The Eco 38 carries 800 litres of freshwater and 800 litres of sullage, together with 400 litres of fuel in two 200-litre tanks.

Power comes from two Suzuki 90 hp four-stroke outboards, giving a maximum speed of around 10 knots. High speed was never the objective. The emphasis is on quiet, comfortable and economical cruising, with machinery that is simple to operate and service.

Solar generation and battery storage also form an important part of the concept, reducing dependence on shore power while supporting the domestic electrical loads associated with comfortable liveaboard use.

Future Eco 38s can also be configured with electric outboards. For a houseboat, electric propulsion makes considerable sense. The vessel spends much of its life stationary, providing plenty of opportunity for the solar system to replenish the batteries, while electric propulsion offers quiet operation when moving through anchorages, rivers and lakes.

At the helm, the philosophy is similarly straightforward. A Simrad multifunction navigation display is complemented by VHF radio, magnetic compass and Suzuki engine instrumentation and controls. The intention was to provide everything required to operate the vessel safely without creating an unnecessarily complicated bridge.

Designed to travel

An unusual part of the Eco 38 project is that international shipping was considered from the beginning.

Sea Cat Ships is based in Thailand, where the domestic market for this type of vessel is mainly associated with holiday and tourism operations. The larger potential markets are overseas, including Australia, the United States and Europe, where houseboats and floating accommodation are already well established.

The problem with exporting houseboats is their size. They can be relatively inexpensive vessels to build but surprisingly expensive to transport.

The Eco 38 has therefore been designed around two export options.

A substantially completed houseboat can be transported internationally on a flat rack, keeping shipping costs relatively economical. The overall dimensions were deliberately considered with this in mind. Once a vessel becomes too large for practical flat-rack transport, it generally has to be shipped as deck cargo, which can increase transport costs considerably.

Alternatively, the Eco 38 can be supplied as a prefabricated kit for assembly at its destination. The aluminium hull pontoons have been designed to fit into a standard 40-foot shipping container, with the remaining prefabricated components shipped separately.

This gives customers and distributors the choice of importing a substantially completed houseboat or assembling a prefabricated Eco 38 locally, depending on shipping costs, local labour and the requirements of the particular market.

More than a holiday boat

Although the obvious application is recreational houseboating, we believe there is a much wider potential market for this type of vessel.

Housing affordability and shortages of accommodation are becoming significant issues in many waterfront communities. A houseboat is obviously not going to solve the housing crisis, but floating homes can form part of a broader range of alternative accommodation where suitable marina and waterfront infrastructure already exists.

The Eco 38 provides a compact, self-contained home without requiring conventional waterfront land. The same platform could be used as a private houseboat, holiday rental, marina-based accommodation or an Airbnb-style floating holiday property.

There is also an increasing group of people who like the idea of living on the water but have little need for the speed, complexity or cost of a conventional motor yacht.

That was an important consideration with the Eco 38. Rather than spending money on large engines and achieving 25 or 30 knots, the investment goes into the things people use every day: living space, comfortable furniture, air-conditioning, solar power, battery capacity, water storage and outdoor entertaining areas.

The vessel has also been developed with the Australian Hire & Drive market in mind, opening the possibility of commercial operation as well as private ownership.

Perhaps the simplest way to describe the Eco 38 is as a waterfront home that can change its address.

If you don't like the view, you can simply move the house.



Eco 38 principal particulars

Length overall: 12.0 m
Beam: 4.75 m
Draft: approximately 0.50 m
Construction: marine-grade aluminium
Propulsion: 2 x Suzuki 90 hp four-stroke outboards
Optional propulsion: electric outboards
Maximum speed: approximately 10 knots
Overnight accommodation: up to 6 persons
Day passengers: 12
Fuel: 2 x 200 litres
Freshwater: 800 litres
Sullage: 800 litres
Air-conditioning: full air-conditioning
Energy: solar generation and battery storage
Design: Sea Speed Design
Builder: Sea Cat Ships Co., Ltd., Thailand
Year built: 2026

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RAMASOON

RETURNS TO RACING:

FROM PRINCE BIRA AND THE 1972 OLYMPICS TO THE 2026 TEMPEST WORLD CHAMPIONSHIP

By Luca Marzo, Presidente del Circolo Nautico e della Vela San Foca

More than half a century after sailing with one of the most fascinating figures in international motorsport and sailing, the historic Tempest ***Ramasoon*** is ready to race again.

Built in Italy by **Bianchi & Cecchi in Cogoleto**, *Ramasoon* is a Tempest with an extraordinary international history. She raced under the colours of Thailand and took part in the **1971 Tempest World Championship in Sweden**. One year later, she competed at the **1972 Olympic Games in Kiel**, with **Prince Birabongse Bhanudej Bhanubandh – Prince Bira** – on board.

Prince Bira remains a remarkable figure in 20th-century sporting history. A member of the Thai royal family, he became internationally known as a racing driver, competing at the highest level of





What began as the restoration of an old racing boat gradually became something much bigger. Over more than a year of work, people, craftsmen, sailors and local companies gathered around the project, contributing skills, materials, time and enthusiasm.

There was no large organisation behind it. The project grew naturally around the boat and around a shared idea of the sea: knowledge passed from one person to another, practical skills, friendship, solidarity and the willingness to help whenever another pair of hands was needed.

European motorsport and in the early years of the Formula One World Championship. But his sporting life also extended to the sea, where he represented Thailand in sailing at several Olympic Games.

Ramasoon was part of that story.

After the Olympic experience, the boat returned to Italy and passed through several owners. Eventually, after decades away from competition and more than 30 years out of the water, her story seemed destined to remain only a memory.

Instead, in the very south of Puglia, a group of friends decided that *Ramasoon* should sail again.











From this experience, the **Circolo Nautico e della Vela San Foca** was born.

Founded in San Foca, on the Adriatic coast of southern Puglia, the new sailing club aims to promote sailing, seamanship and maritime culture, bringing together experienced sailors, young people, fishermen and everyone who lives the sea in its many different forms.

For the club, *Ramasoon* is therefore much more than a restoration project. **She is where the story began.**

And the club's first major undertaking will be to take her back to the racecourse.

From **10 to 17 October 2026**, *Ramasoon* competed at the **Tempest World Championship at the Yacht Club de Cannes**, more than half a century after her World Championship and Olympic appearances.







The journey from San Foca to Cannes represents the final stage of an adventure that, not long ago, seemed almost impossible: recovering a historic Tempest, restoring her, putting her back in the water and preparing her once again for international competition.

The goal has never been simply to preserve *Ramasoon* as an object from the past.

A racing boat was built to sail.

And after more than 30 years of silence, *Ramasoon* is sailing again.

In Cannes, she will not only carry the story of Prince Bira and the Olympic Games of 1972. She will also carry the story of a group of friends from southern Italy who came together around an old boat – and, through that boat, created a new sailing club and a new community around the sea.

More than fifty years later, ***Ramasoon* is going racing again.**



RETROSPECTIVE - BAY REGATTA 2012

This issue, we look back at some wonderful images taken by the late Rolien Beute from the 2012 Bay Regatta. Rolien's photography really captured the atmosphere of the event, set against the dramatic backdrop of the region's stunning karst topography. The 30th Bay Regatta will take place from 3rd - 7th March 2027 (bayregatta.com).








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The legacy Patti Seery left behind



INDONESIA Patti Seery, spent decades travelling through Indonesia, following a curiosity that took her far beyond the places most visitors ever reached.

It began with textiles. Patti was fascinated by Southeast Asia's extraordinary weaving traditions and travelled from island to island in search of them. But the deeper she went, the more she discovered. A piece of cloth could tell the story of a family, a village, a ceremony, a belief, or generations of knowledge passed from mother to daughter.

She sought out master weavers, sat with families in their homes, attended ceremonies and returned to the same communities again and again. Over the years, introductions became friendships, and friendships became relationships that would span decades.

Through those relationships, Patti came Patti came to know an Indonesia that few travellers had the opportunity to experience: extraordinarily diverse, deeply connected to the sea and land, rich in tradition, and shaped by thousands of islands and the people who call them home.

Travel should create understanding. She wanted other people to experience some of what had captivated her. To travel slowly enough to pay attention. To meet people. To ask questions. To understand where they were, rather than simply pass through it.

That idea would eventually become Silolona Sojourns.

When Silolona launched in 2004, Patti finally had a way to share the Indonesia she had come to know over so many years. She wanted to take people further into the archipelago, travelling by sea to extraordinary landscapes and remote communities, and creating opportunities for genuine connection along the way.

That thinking has shaped Silolona ever since.

Only months after her launch, the Indian Ocean tsunami devastated coastlines across Asia. Silolona was immediately put to work in the relief effort, transporting international medical teams and surveying damaged ports along the west coast of Sumatra to help establish where aid vessels could safely land.

For Patti, there was no question that Silolona should be useful wherever she could be. The boat, her crew and their knowledge of Indonesia's waters were there, and they could help.

More than twenty years later, Patti's influence is still deeply felt in Silolona. Today, her son Tresno Seery and daughter-in-law Sarah Seery lead the company, carrying forward the relationships, curiosity and sense of responsibility that have been part of Silolona from the beginning.

Together with long-standing partners including the Misool Foundation, Reshark, and marine biologist Dr. Mark Erdmann, we remain committed to protecting Indonesia's oceans while preserving the cultures and communities that make this archipelago unlike anywhere else on Earth.

More than twenty years later, Silolona and Si Datu Bua continue to sail with the same purpose they were built for: to inspire meaningful journeys, celebrate Indonesia's remarkable heritage, and leave every destination just a little better than we found it. Plan a journey with purpose they were built for: to inspire meaningful journeys, celebrate Indonesia's remarkable heritage, and leave every destination just a little better than we found it.



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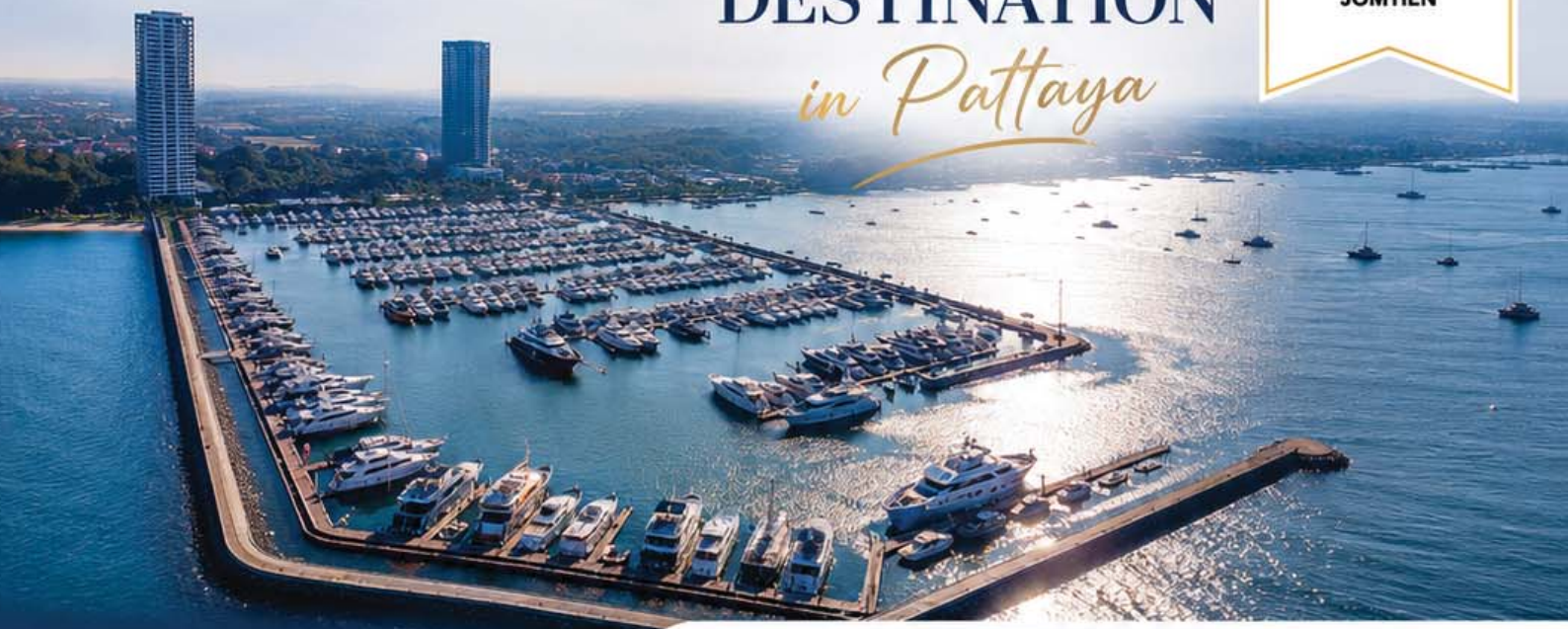

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