

PROFILE

Yacht Solutions

Gareth Twist, Managing Director of Yacht Solutions, Thailand-based superyacht specialists and a founding member of the SuperyachtASIA network, talks to Superyacht Asia magazine

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Gareth Twist, Managing Director of Yacht Solutions



When was Yacht Solutions established and what was the aim of the company at the beginning?

Yacht Solutions was established in 2001 as a yacht delivery company. After delivering a yacht from Hong Kong, the owner required vessel management and shore-side support, and I saw a gap in the market in Phuket for this type of service related company.

How has Yacht Solutions' operations changed over the years?

The company direction has evolved over the last nine years as the marine industry in Thailand has grown. As the region has developed and more vessels have arrived we have worked with larger and larger yachts. Yacht Solutions now offers Superyacht refit and Agency services. At present we are now designing superyachts for new construction in Bangkok.

What made you cater to Superyachts in Asia?

More and more superyachts were cruising through the area and basing themselves here in Phuket. There was a limited amount of support in Thailand and we naturally moved into this area.

Asia is fast becoming the third cruising ground for superyachts after the Med and the Caribbean. A lot of yachts are venturing here to get away from the crowds and enjoy value for money service. Asia is a year round cruising ground offering stunning diverse places with unique cultural experiences. The Asian hospitality is second to none, couple this with excellent craftsmen, world class services and excellent weather, and the future is bright for superyachts in Asia.

What is the biggest superyacht client you have worked with?

We are mid way through the re-build of an old British survey vessel into a 60m luxury yacht. This was pegged as the eighth largest yacht in Asia in the latest Asia Pacific Yachting magazine. It also looks like we are about to top this as we have just received a request from a client to start a new 67m yacht.

Tell us about the remit of Yacht Solutions' work with superyachts, and any notable works over recent years.

Yacht Solutions' main focus now is the refit and new construction of superyachts. With an operation in both Phuket and Bangkok we can cater for



up to 4000 ton, 115m yachts for all types of refit. We are also now developing a new design of a 60m yacht to construct in Bangkok. We have had many clients over the last few years with notable work such as the complete Awlgrip paint system for a 40m Benetti yacht and the complete interior and exterior refit of a 108ft Broward motor yacht.

How do you see Asia developing as a leisure destination for superyachts over the next 5 years?

Asia is now becoming the third cruising destination in the world after the Med and the Caribbean. Both the first two are saturated and well cruised. Owners are looking for new grounds and Asia is becoming more established and professional. The cruising grounds in Asia are world class and a yacht can operate year round as the area is so huge. The facilities are becoming better and better, and more yachts are permanently basing themselves here, and more and more repeat yachts are here every year. Additionally, the Asian yachting scene is developing fast and more and more Asians and Asian-based yachts are being seen. The next five

years will see a huge growth in the superyacht industry in Asia. It's a very exciting time for the marine business in Asia.

What do you think Thailand needs to do to attract more superyachts?

Thailand already has a great number of permanently based yachts here with a huge yearly fleet transiting through. More marinas would be great as the ones here already get filled very quickly over the season. There are already discussions regarding amending some of the regulations and bringing them more in line with Europe to attract more superyachts and make their stays hassle-free, and to encourage them to undertake re-fit work here. This will become a major business in Thailand in the future.

A huge amount of high quality refit work is already going on in Thailand and has been for years. Bangkok, Phuket and Satun are well established. All the classification societies, product representatives' and contractors are available. Most of the work is carried out in commercial yards so a dedicated superyacht refit yard would be well received.

What we really need are more marinas, a purpose built



superyacht refit facility and some laws amended to assist the yacht and crews status in the country.

Why did Yacht Solutions co-found the SuperyachtA-SIA group? What was your motivation?

To offer a comprehensive shore-side support network throughout the Asia-Pacific region for superyachts. Additionally, to promote the region to the rest of the superyacht world. This network has now become global with the formation of SuperyachtGLOBAL.

How do you see SuperyachtA-SIA helping your business?



the MCA code, the company will pull together the best local and international trades to offer world class superyacht new construction in Bangkok.

When did you, personally, first get interested in yachting? Any special, memorable moments over your career?

I became interested in yachting through my previous career in scuba diving. I worked on dive vessels and was asked to obtain my captains license. From there I was enticed into the industry.

Memorable moments.... Seeing three manta rays and two whale sharks circling us on a dive north of the Similan Islands. Offshore sailing to the Andaman Islands – night time there was no noise other than the yacht cutting through the water, no light pollution and a billion stars. Being awarded the 60m yacht conversion.

SuperyachtASIA promotes greater awareness of the region, highlights the best unique points about the region, shares reputable contacts, encourages networking and shares valuable information. SuperyachtASIA provides a service to superyachts looking to move into Asia. It is a superyacht support network.

What are Yacht Solutions' plans for the future?

With the success of the 60m conversion that we are now running in Bangkok, Yacht Solutions is designing a 60m superyacht specifically for the Asian Market. Working to Lloyd's classification and to





ภัยไว้ก่อน SAFETY FIRST

LUXURY 60M re-build

Yacht Solutions are mid way though the re-build of an old British survey vessel into a 60m luxury yacht in Bangkok, Thailand.

