

YACHT BROKERAGE



The focus of the CR Yacht division has been historically to assist the clients of the group, mainly shipowners, with the insurance needs of their leisure boats. In the last few years, in order to support the growing yachting industry, we managed to widen our offer by adding to our portfolio many super yachts, even not linked to shipping interests. In addition to the traditional insurance/agency services, which are the core business of the CR group, starting from November the 1st we will be able to offer a new service of berth and yacht brokerage, both from an S&P and chartering perspective. The whole yacht platform will be handled by the Monaco office, with the support of the Genoa HQ.

THE TEAM

Raffaele Bruzzo

Starting his shipping career as a Freight derivatives broker between Oslo and Genoa, he joins CR in 2012 before moving to Asia on the following year to head the Singapore office (CR Asia), where he will stay until the end of 2016.

In early 2017 Raffaele starts his new position in Monaco as business developer, and in 2018 he is given the responsibility of the Yacht insurance dept.

In 2021 he is appointed country head of the Monaco office extending his role to all the yacht activities of the CR group.

Antioco Ravano

Sales Director for Inwards Monaco Sarl, focused on the sale of NB and second hand yachts produced by the Ferretti Group and by other primary international shipyards.

Having started working in the Southampton office he contributes to the opening and start up of the Monte Carlo office and afterwards of the Genoa office, both primarily focused on the research and marketing of new marinas under construction in strategic areas of the Mediterranean, such as Marina Genova (GE), Porto Montenegro (MNE), Port Vauban Antibes (FR), Vilanova Gran Marina Barcelona (ES), Grand Harbour Marina Malta.

In November 2021 he joins the CR group as responsible of the new Yacht and Berth brokerage desk.

- CR Yacht Brokerage will develop the service of sale and rental of berths up to 130m in all the Mediterranean.
- CR Yacht Brokerage will offer a consultancy service focused on the development and marketing of new Marinas projects.
- CR Yacht Brokerage will search new Marinas in strategic areas of the Mediterranean with berths for sale on long term lease to be proposed as a financial investment.
- CR Yacht Brokerage will assist the clients in handling the whole yacht sale and purchase process.

A few data on the market:

During the period 2020-21 the global volume of "Yachting charter & Brokerage" and the forecasts for the next year show an expected growth of 5-7% ahead for the next five years. The figures confirm that the the Italian yards production – which is exported for 86% - will maintain the worldwide leadership in the super-yacht segment also for 2021, with 407 yachts under construction out of a total of 821 globally.

The turnover is around 25 billion euros in the retail segment of new buildings, with an increase of 11% compared to 2019. The yacht production chain has suffered from some delays due to the lockdown, potentially leading to possible delays in the deliveries, but overall the demand recorded a strong international growth which is looking promising for next few years.

(CONFINDUSTRIA NAUTICA)

The turnover of the Italian Marinas is also showing very encouraging signs: 8% more growth compared to the 5% lost in 2020, also thanks to the booming yachting market.

Liguria since many years is the first region in Italy for the number of berths with 14.6% (with a slight increase over the last few years, +2.2% from 2003) corresponding to more than 23,000 moorings which 10,389 in Marinas and 5,890 in local ports.

Currently there are 20 thousand yacht berths under construction in Italy.

(Roberto Perocchio, Presidente di ASSOMARINAS – Associazione Italiana dei porti turistici)