

### Welcome

Welcome at our second edition of **Regent News**! First of all I would like to thank you all for your useful feedback on our first Newsletter. As the compact size and general Yacht Building information bits were perceived very positive, we will continue this in our current edition.



### How we've recently helped our clients

**Project Direction-** We were asked to attend a meeting in Southern France for a Build which had reached a critical stage. The aim was to make up a report and give some direction, explain clearly the build process regarding; Flags and Owning Companies, Classification Authorities, MCA LY2, Red Ensign Surveys, Commercial and Private use, Build and Operational Management, Owner Supplies and Registration and the Export Process. The build is ongoing.

**New Project and Yard Review-** A designer asked us to prepare a document for a new Owner and his team to run him through the Yacht building and Ownership process from start to finish. Our review of a Northern European and Chinese Yard were part of this process. We have also been in talks with an American Builder. The design process is expected to start later on this year.

**General Arrangement review for LY2/3 and MLC-** On request we reviewed the General Arrangements for a number of designs to make recommendations ranging from efficient use of space to compliance with regulations.

**Business Planning-** This summer we've assisted a Builder to work out the viability of a potential new direction for the company. This involved reviewing designs, estimating their value to the market, initial production planning and cash flow projections, setting up the Business Plan and identifying investors.

**Refund Guarantees-** We have had extensive conversations with various companies and organisations in China to be able to source refund guarantees for Yacht builds for European/ Russian buyers if required.

**New Company-** We have been commissioned by an Investment Group to prepare a Business Case and establish the viability for a new Company. Work has included extensive research with Yacht Industry Peers, preparation of spread sheets, identification of justifiable comparables and preparation of a detailed report.

**Potential New Project-** A new Client has approached Regent Yachts to help them through the design process for a Yacht that they have in mind. We have worked with a Naval Architect to answer specific questions on the use and (generally managing) expectations.

**Conversions and Refits-** Generally Regent Yachts specialises in New Builds, either full custom, pre-engineered platform or semi-production. We have however built up a network of contacts who can carry out refits or conversions.

### Chinese Shipbuilding Opportunities

As China is an upcoming country in (Super) Yacht Building, in April, Andrew Williamson visited Kingship in Hong Kong. He has been guided around the premises and reviewed (under construction) "Green Voyager" and "Star" which has just been completed. They visited another shipbuilding company with huge potential and it shows that there are good opportunities for Yacht- and especially Series Yacht Building in China. Training centres are being set up to educate the Chinese the skills for Yacht Building and as prices are competitive, and to Regent Yachts opinion the quality is good as well, we'll expect to see some more from the Chinese Yacht Building in future.



**CBBC Membership-** To help Regent Yachts and their clients get the best from the opportunities of working with China, we have joined the China-Britain Business Council. This principally gives us market intelligence, business advice on Chinese partners and can help to obtain finance for certain projects.

### Who is Andrew Williamson

To tell you a bit more about the man behind Regent Yachts, we'll like to introduce you to Andrew Williamson, the managing director of Regent Yachts.

**How it began-** Andrew was born and educated in England and spent 10 years working as a commercial & liability insurance underwriter. As he was not willing to do this the rest of his life, he went back to study. After receiving his qualification in Yacht Manufacturing Management from Southampton University, he decided to build his own little yachts. Quite soon Andrew realised that "real business" was in bigger sizes and became an independent Project Manager, working primarily on Super Yachts and Mega Yachts from 40 meters upwards.



In 2009 he became a member of the Association of Project Managers and regularly joins their forums and events.

**As a person-** Andrew is serious in his work and a pleasant person to deal with. Being a consultant means that Andrew knows a lot of people in the field and can put the right people together to work a successful project.

He's looking forward working with you!