

YES-magazine

EXCLUSIVE MUST-HAVES FOR BILLIONAIRES & FRIENDS

Real Estate Market Dubai
never so easy to get UAE residency

Dubai International Boat Show
middle east yachting

super paint artist Danny Schramm

Schrammwerk goes Dubai

interview with CEO
Roberto Barile

the future of YES-yachts.com

YACHTS+QUARTERLY

est. 1999 ...23 years of yachting



YES-yachts.com

Interview with YES-yachts.com CEO Roberto Barile where „luxury by friends“ becomes reality

How did you spend the year 2022, which is now almost over, in times of Corona?

In 2022 we continued our new revolutionary sales and marketing project which began just after pandemic kicked in and we set down with the team to reorganize our sales and company structure to a better, more outgoing and fully digital new era. Working on some international projects kept me busy and always focused.

Reinventing ourselves is what I am used to being a successful entrepreneur and so I am looking into nothing else but a bright future.



What personal experiences have shaped you the most recently?

Reshaping my focus on a healthy lifestyle became more valuable to me as everybody knew somebody who was ill in the last year and it got me to restructure my own business approach dealing only with people and projects I really enjoy the most. Running after each and every boat sale is not what I am focused anymore, but realizing lifetime dreams and having a lot of fun with it.

The projects need to catch me by their sustainability aspects and innovative technology combined with entertainment and some parties around. This the best way not to even feel that you are working after 18 hours a day because its my pure pleasure.



by Nicole Barile

When it comes to choosing cooperation partners/freelancers, what do you value most here?

While not being able to travel as we were used to digitalization and trustful relationships became more important. Choosing members of my team wisely has again proven my always decentralized company network around the yachting globe which is working perfectly even during pandemic times.

Let's get a little personal: how does your work affect your personal life? You are a husband and father of a family. How do you manage to juggle all of this when you travel so much?



Actually I don't. The only way is to get my family with me and who loves me follows me. But not everybody is able to follow me out of my family even if we decided to expend our company network and my new centre of life into the Gulf region.

Modern technology keeps the family together and I enjoy life at Dubai with my wife, escaping from ugly rain and low temperature fall & winters in Europe - and moving to Dubai as a perfect hotspot for business and lifestyle. I really enjoy what the upscale lifestyle has to offer and it has been a hell of a ride of fun to merge to this for more then 7 years now well-known, but still new culture for me.

How do you see the future of alternative drive types?

There is no other future than alternativ sustainable propulsion. Gas combustion-engines will shortly be turned down. Even if I love old-timer cars and old-timer boats I would keep them in my personal, private collection, but I would give them an overhaul by replacing their original engines with all-electric engines. I truly think that electric engines are the future. The only challenge is only how to store the electric power in the best safest and most effective way for more energy efficiency and range extension.

What do you expect from 2023?

2023 is going to be a very successful year for our company as we will be able to implement our newest changes with the 2023 models which we are preparing right now and which will be presented punctually for the second half of my lifetime turning 50 in May 2023. My aim is to boost my second half of my lifetime even more than the first and have lots of fun with my friends and family enjoying life to the fullest. Business as well as money comes and goes, but is always around happy people.



YES-yachts.com
goes Dubai

By Brian Mehling



Real Estate Market



Dubai is THE global location of the future with a unique, geostrategic location and strong development. The Emirate is still growing rapidly, attracting more and more people and companies from Europe and Asia. Luxury under palm trees, a special lifestyle and sustainable, economic attractiveness ensure constant growth and increasing demand. For real estate buyers, in addition to the good returns and the medium- and long-term opportunities for appreciation, this also means personally benefiting from the luxury and lifestyle of Dubai. As Dubai

has continued to expand along the coast and inland, especially in the last 20 years and in the future, Dubai is now made up of a large number of different districts. There is something for every taste and every living situation.

i.E.: Marina and JBR: this area impresses with a variety of high-rise buildings, restaurants and hotels, alongside first class entertainment. But there are also a lot of tourists around and the traffic is an every day challenge. As a dog owner it could be difficult to walk your dog as in some areas of Marina dogs are not allowed.

More and more people are being won over by the outstanding opportunities in Dubai. What the United States of America have been for decades and centuries - the land of the unlimited possibilities - has now become the United Arab Emirates and on first place DUBAI.

Therefore and because of the extremely interesting opportunities in business, Real Estate and living this market is for buyers from Germany and Europe more than just a dream. It is an easy deal above all because with buying a property in a certain amount also the residency will accompany.



What type of living do you want?

by Brian Mehling



Are you more the house or apartment type?

But nevertheless, if you would like to get one of the last flats be fast because - as we can tell you from our construction site visit of Stella Maris, the last possible vacant lot in Marina, the sales of the even most expensive Penthouses and Skyvillas is nearly completed. But if you are interested and have are willing to pay the asking price of two digits Million Dirham (negotiation is unfortunately in this prestigious building not possible) contact us and we try our best for you as we know the developer in person.



When you want to be in the middle of everything, Downtown is the place for you. Nowhere else you can find hotels, business and shops close-by and because of the main Dubai road

- the Sheik Zayed Road - right in front of you, every place in Dubai is reachable in around 20-30 minutes (of course depending on the always busy traffic).

If you are more the relaxed person and like your privacy and that not everyone can look in your windows from the neighbors balcony and you like it more green and quite, then communities like Damac Hills or Emaar Hills or the very posh Jumeirah Islands are your places to live. Damac Hills i.E. is a gated community, where you are only let through the gate if you live there or want to visit a local resident. This type of security is in high demand in Dubai, which is by itself one of the safest cities in the world anyway, and making Damac Hills and the internationally renowned Trump Golf Court a real insider tip in the

real estate sector. You can walk your dog alongside the palm tree lined streets, enjoy a round of Golf, swim in the only for community-members beach-lagoon-pool, ride a horse in the Damac Hills stables or do much more family activities in the big and beautiful community park. Of course you don't need to leave Damac Hills for your daily grocery shopping, your doctors appointment or a restaurant.

Of course Dubai is also the perfect hotspot for you after the mediterranean summer, during the very enjoyable european-winter times. Just dock your yacht in one of the harbors (please read our article about the Bulgari Yacht Club) and enjoy living in one of the most secure places on earth.



by
Brian
Mehling



More informations - about Dubai in general or Damac Hills in special - can be given in personal from our CEO Roberto Barile who knows this area very well because of moving there, establishing a new company called YES LLC FZ, living there during European winter time and building up a great network while doing business with but not only the Golf region shipyards.

The last area of Dubai which needs to be spoken about is Creek Harbour, the new hotspot, a MUST-BUY for lots of VIP. In the next 10 years this will become the new important community because an incredibly large new city center will be created there, with the then new tallest tower in the world, which will even surpass the Burj Khalifa in Downtown Dubai, currently the tallest building in the world with 829 meters.

As the EXPO 2020 which took place from October 2021 to March 2022 is now finished and this immense 4,38 square kilometers big area needs to find a new determination the Dubai government decided to make it become Dubais first combined living and working space for all innovative technology companies.



So don't miss your chance! Real Estate in Dubai is - compared i.E. with high-asked and up to the limit build Monaco prices - really affordable and brings good return on capital with it. And the sun shines on 364 days a year with an average rainy day of only 1 per year!

Come and move in!
Dubai is welcoming
YOU!





The most exclusive Yacht Club in The United Arab Emirates

by Alan Pereira

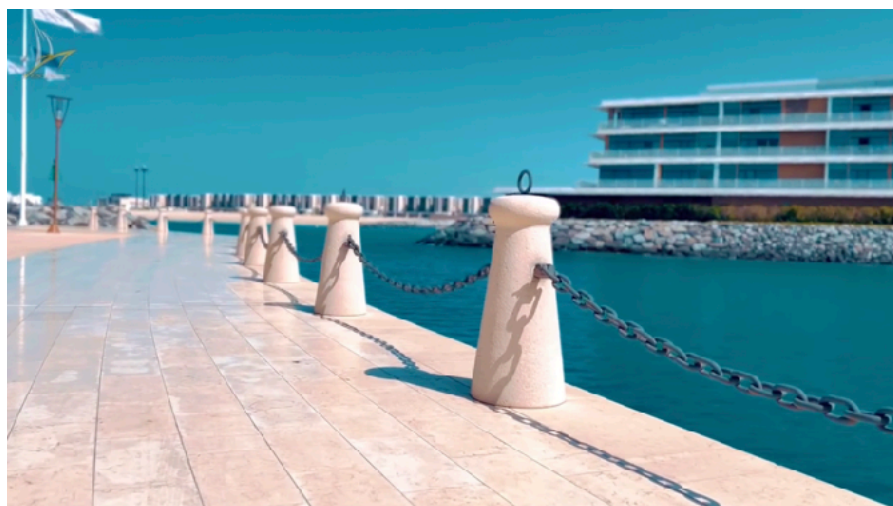
Bulgari ... A brand-name which stands for exclusivity and extravagance. For Italian design - now on Jumeira Bay Island, in Jumeira 2, Dubai.



The Bvlgari's first-ever Yacht Club includes a 46-boat private marina, and recreates the enchantment of a Mediterranean village in Dubai. Featuring facilities open to the public such as the Yacht Club restaurant, the outdoor pool, the pool bar and the first Little Gems Club, The Bvlgari Yacht Club Dubai charms with a nautical theme. The upper-level of the Yacht Club is exclusive to members with a private club lounge, its exclusive marina view, a library and a dedicated boardroom.

THE BVLGARI YACHT CLUB RESTAURANT

The magnificent waterside venue is open for lunch and dinner, featuring a classic Italian Seafood menu. The large outdoor terrace overlooking The Bvlgari Marina adds on the nautical feel of the venue.



MEMBERS LOUNGE

The charming Yacht Club members lounge is characterized throughout by a vintage nautical theme, a casual but chic hideaway. The perfect spot to any gathering.

THE YACHT CLUB POOL AREA

A destination itself, the Yacht Club pool area is the perfect spot for an exclusive getaway, just minutes away from the city. Featuring cabanas, sunbeds as well as an extensive pool bar menu, the Yacht Club pool is made for long days basking in the sun.



**From
young
editor to
perfection**

By Rene Meyer

yachtemoceans

floating arts & maritime lifestyle



yachtemoceans.com -

**your digital coffee table
yachting book**

Rene Meyer

Greetings from René Meyer - the founder and editor-in-chief of yachtemoceans.com and our centerpiece in the yachting media.

yachtemoceans aspires to be the Digital Coffee Table Book and a source of inspiration – just a place to enjoy the pure luxury and floating artworks, maritime lifestyle and high-end technology in the right environment with a light design and a good user experience.

In his latest blog he presented this Marco Ferrari version of the M40 - which the Italian yacht designer unveiled first in 2018 and is now coming with an update.



The 43m full-aluminum motor yacht welcomes ten guests in four cabins on the lower deck and a crew of eight people plus the captain. The owner's apartment on the main deck features a balcony, study, library, and a walk-in closet. The gross tonnage is under 500 GT.

The M40 has hybrid propulsion with electric propulsion only mode. The maximum speed is 20 knots; the operating range is about 5,000 nautical miles.

**Get the app and read this amazing
content for pure joy.**

for more information email to:

yachtemoceans@YES-yachts.com

see the full blog at:

**[https://bit.ly/YES-magazine/
yachtemoceans](https://bit.ly/YES-magazine/yachtemoceans)**

Dubai International Boat Show 2022

by Nicole Barile

Welcoming entrance



The Dubai International Boat Show 2022, located in the brand new Dubai Harbour, has been held for the first time on the newly constructed site and brought a lot of business and joy to yacht builders, brokers, owners and enthusiasts. After two years of absence because of Corona this event gathered for the first time since 2019.

With 700 berths and berthing for yachts up to 160 metres, the new Dubai harbour is a credit to the massive investment made to the region and industry over the past two years. Top names such as Gulf Craft, Ferretti, Sanlorenzo, Oceanco, Benetti, Lürssen and Feadship all had booths at the event and the yachts on show were an excellent display of the market in the region.

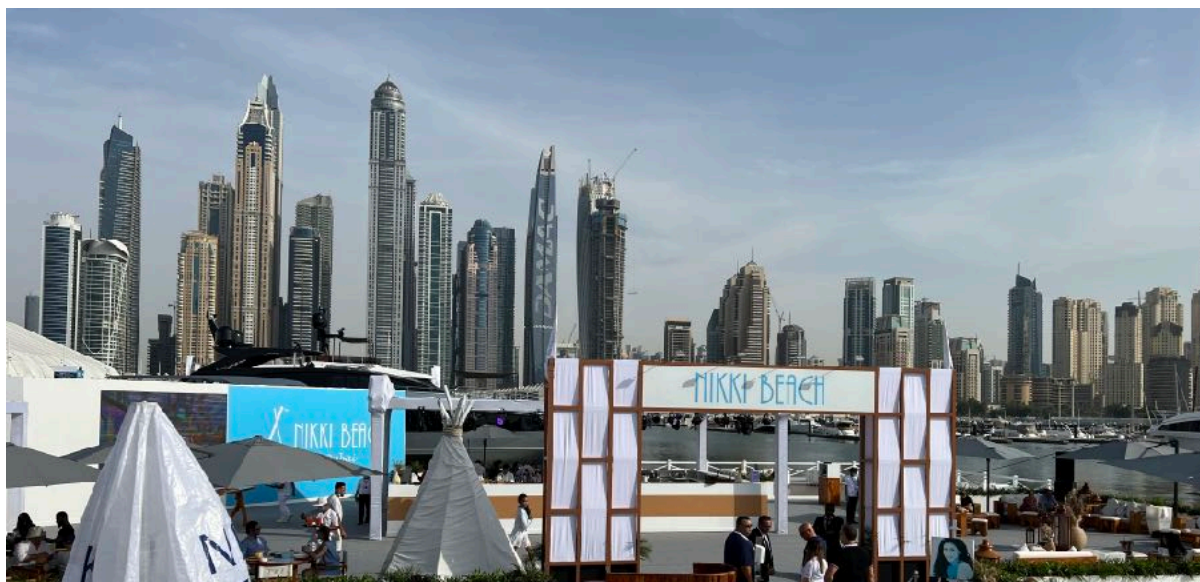
Gulf Craft and Oceanco were among the exhibitors to have major announcements during the show, with Gulf Craft unveiling its latest model, the 111 and Oceanco revealing its first line of Superyacht NFTs.

The UAE's premier boating event returned from 9 March to 13 March, showcasing a stellar fleet of yachts and luxury lifestyle goods for the 28th edition at the brand new Dubai Harbour. The 2022 edition is the first in two years following cancellations due to the Coronavirus pandemic.

Five days of boating action, the 2022 Dubai International Boat Show (DIBS) was one of the highlights of the yachting calendar for the UAE and the wider Middle Eastern region. The event attracted visitors from around the globe and aimed to strengthen Dubai's status as a superyacht hub. The Dubai International Boat Show hosts an incredible

variety of vessels every year. The 2022 line-up was no different, with a huge spectrum of boats on display, ranging from sparkling superyachts and tenders to sleek pleasure cruisers and fishing boats.





by
Nicole
Barile

Alongside the yachts, esteemed shipyards from all over the world has been on hand to exhibit their latest models, unveil concepts and provide details and information about their yachts.

No boat show would be complete without a selection of exhibitors showing off the finest in luxury lifestyle offerings. During the Dubai Boat Show this was visible in the Marine Art Gallery.

There it was a great pleasure to meet up again with Crystal Kaviar, a glass-art manufacturer from the Czech Republic who showcased the most exclusive and exquisite art imaginable these times. On the Monaco Yacht Show 2021 they inspired already with never seen pieces visitors, yacht owners and industry participants.

They completed projects on board of multiple megayachts and cruise ships. They also installed art glass chandeliers and Bohemian crystal sculptures in palaces, private residences and 5* hotels.

Honored through the visit of His Highness Sheikh Mohammed bin Rashid Al Maktoum, the ruler of Dubai and vice-president of the UAE, and his son, crown prince Hamdan bin Mohammed Al Maktoum, the show has found highest recognition.



The interior designers and decorators were also present in the well-air-conditioned hall for sampling and set-up your next beautiful yacht. Here you could be inspired by the prepared design-sample sheets, as you can see on the pictures.

It would be a great pleasure for us from [YES-yachts.com](https://www.yes-yachts.com) to help you re-fit and re-decorate your vessel and keep it up to date technical and style-wise.



For decades now friends of luxury yachts are most likely also known as friends of luxury cars at the same time, so it was not a surprise that the dream cars Bentley, Bugatti, Ferrari, Lamborghini, Mercedes-Maybach, etc., which has been presented at the Cardeck, were also well visited and ordered too. So there will be more of them on the already well equipped Dubai streets.



One of the best! Danny Schramm

Luxury Car Paint Artist

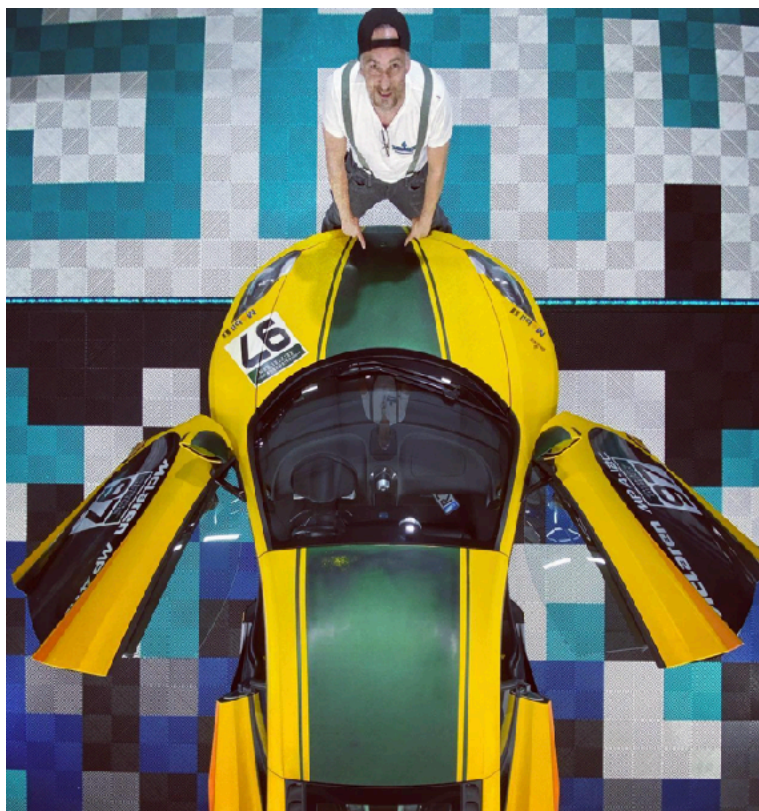
By Klara Doert

More than 20 years of experience with paint and foils resulted in an innovative company: For more than eleven years, Danny Schramm ran his workshop for custom design and airbrush, the SCHRAMMWERK, in Börnsen near Hamburg. The customers: Motorcyclists and lovers of old, new and/or expensive vehicles who love the extraordinary and individual. Danny Schramm makes wishes come true: The trained vehicle painter is one of the ten best painters in the world, with regular appearances in the USA, Europe and the United Arab Emirates. His know-how is legendary, as a testimonial from 3M, SATA and others, he tests and presents innovative technologies for the painting industry and is a welcome guest at custom shows all over the world.

How did it all start? Danny ventured as a young man with his first airbrush set of mobile phone cases for the buddies. Soon they became motorcycles. During his training as a



vehicle painter, customers discovered his talent and he soon received his first larger orders. A truck trailer for a 5-star hotel was one of the first major projects, followed by bonnets, fairground booths and helmets. Danny has been married to Vivien since 2007, who is also very artistically



talented and likes to immortalize her love of the sea coast on canvas or any other usable fabric.

Vivien took over the management of the Schrammwerk as well as that of her husband. Thanks to their tireless efforts, Danny was able to focus on his strengths. In addition to airbrush and custom painting, advertising lettering and car wrapping were successfully offered. Danny's custom painting has meanwhile brought him to the most interesting locations worldwide: Dubai, Tokyo, USA, Kuwait, Zurich and many more. 3M, Chip Foose, Magnus Walker and even a Sheikh invited.



Custom Car & Boat Paint Artist

By Klara Doert

Danny learned a lot of new things on his travels and through his network. This finally gave him the idea to solve a problem that had bothered him for a long time. Danny's deep love for paint had removed him more and more from wraps, as it could never meet Danny's demands in terms of end results and durability. Danny looked for the most experienced manufacturer of water-based peelable paints with whom he, through endless tests and trials, set about creating his desired product: a real paint that can be peeled off and yet offers the strongest stone chip protection. This allowed him to bring the best of both worlds together. In 2019, the Schrammwerk separated from the wrap technology and in 2020, due to the great demand, converted the Schrammwerk into an academy, in which paint shops from the DACH area are still trained in how to use the PCP.

In 2022 he emigrated to Dubai. This city, an epicenter of creative and energetic do-ers, had just the right vibes for him. Here he immediately felt at home with his family in Creek Harbour, one of the most beautiful areas of Dubai.



We at YES-Yachts.com are excited to follow what else we will see from Danny Schramm in the future. The custom design painting of a yacht is already being planned together in order to turn the usual white, blue and gray boats into a unique design object.

THE
Boatshow-
Event
of the YEAR



MONACO YACHT SHOW 2022

by Roberto Barile



As this years Monaco Yacht Show is stepping ahead we take a chance and have a look back at the excellent Monaco Yacht Show of the past year.

After a year that no show could take place in the beautiful miniature state of Monaco due to the Corona Pandemic, the whole industry was electrified to be able to show itself from its best side again at last years show of the superlatives.

The Who's Who was once again represented and the world's best shipyards once again competed to display their capabilities. A total of 440 exhibitors from all over the world presented the novelties of the season on and off the water. Yachts on display included 37 new product launches and 14 superyachts over 70m.



For us, the eye-catchers of the Monaco Yacht Show 2021:

M/Y Tranquillity

has been delivered in 2014 by the prestigious Dutch shipyard Oceanco. The 91.5m (300.2ft) ice-classed TRANQUILITY is a true ocean-going world exploration vessel. Clean, elegant lines are the result of a collaboration between Oceanco and Winch Design and Winch also masterminded the Eastern-inspired interior, which features a variety of exotic materials.



M/Y Quantum of Solace (72.6m),

built in 2012 by Turquoise Yachts, Quantum of Solace is one of four yachts in the world to have a double-height atrium in the main salon. She features a contra-flow swimming pool, a DJ station on the sun deck that doubles as a heli-deck, and a water-level beach club.



M/Y Lionheart,

with its length of 90.0m from Italian yacht builder Benetti has been delivered in 2016. Until now she is the 4th-largest yacht built by Benetti. The Lionheart features exterior design by Benetti SpA and Stefano Natucci, while her interior was penned by Green&Mingarelli Design, with naval architecture by Benetti SpA. She is powered by 2 Caterpillar engines, which give her a cruising speed of 15.0 kn and a top speed of 18.0 kn.



M/Y VIVA

length over all 94.0m is built by Feadship who delivered this superyacht in 2021.

Up to 14 guests are accommodated on board the superyacht Viva which has a steel hull and aluminium superstructure. She is powered by 2 MTU engines. Viva is the 8th-largest yacht built by Feadship. During MYS they have placed a very big LED screen outside on the main deck.

Something we at [YES-yachts.com](https://www.yes-yachts.com) recognized with pleasure ;-)



Hybrid and electric propulsion as well as hydrogen propulsion have been raising up in the last few years and were even during Monaco Show one of the main aspects where the luxury industry is setting course at. Monaco has always been known as innovative and all green focused hotspot of the Mediterranean and so its only logical that you find the latest technology of this kind in the worlds most sophisticated yacht show.

One of these 100% electric, sustainable, handcrafted boats is the Sarvo37 which you can see in the pictures on the right side. She has a remarkable shiny high-performance full metal cover.

11,5 m length, 3,10m beam, 0,9m draft with a 230 or 350 kWh Battery Pack which makes a max velocity of 50 or 70 knots with 940 or 1280 HP.

You also found one of the first electric boat chargers from Aqua Superpower in front of Monaco Yacht Club which makes electric boating even more present in the luxury harbors of nowadays.



Because innovation paired with funds for engineering, power and progress are always the key point to major changes in the industry. More and more superyacht owners are interested in environmentally friendly solutions.



As you might already know even YES-yachts.com has always been part of this new and innovative course and has decided to make their newest projects full electric and some of them even hybriTT powered.

Our latest range of prototypes include around 16 internationally spread boats with all different and fully custom made hybriTT solutions.





Bohemian
Glass Art

Coming back to this years Show:

One of the eyecatchers of this years MYS 2022 will definitely be the new official sponsor - watchmaker Richard Mille. This new multi-year partnership of the MYS with one of the world's most avant-garde luxury watchmaking brands, which has been created in 2001 and focuses on the ultra-luxury market, ends the sponsorship by Ulysse Nardin, which has been the main sponsor for the last years of the MYS.

The partnership now between MYS and Richard Mille makes a fusion between the two worlds of yachting and high-end watchmaking. Both quest for excellence and technological performance, a passion for creativity and high craftsmanship, a love for innovative design and a desire to create tailor-made experiences.

But not only on the water there have been impressive exhibits.

Pass by the Crystal Caviar booth in the Parvis Piscine Tent and you need to stop because of the impressive art work presented by Marek Landa, founder and owner of this North Bohemia based company, and his crew. Marek by himself was working overseas on the most luxurious yachts when he got an idea - to start creating luxury Bohemian glass chandeliers safely installed on superyacht board; on a hundreds of years long tradition of glass craftsmanship.

Crystal Caviar is the biggest supplier of luxury glass chandeliers and crystal sculptures to the superyacht nowadays with more than 70 completed glass projects.



New Main
Sponsor -

Luxury
Watchmaker
Richard
Mille

2022/23 global boat show calendar

visit prime yachting events

by Nicole Barile

SEPTEMBER 2022

SEP 6 - SEP 11 Yachting Festival Cannes
 SEP 16 - SEP 25 Southampton Boat Show
 SEP 22 - SEP 27 Salone Nautico Genua
 SEP 28 - OKT 1 Monaco Yacht Show

OCTOBER 2022

OCT 12 - OCT 16 Salon Nautico, Barcelona
 OCT 24 - OCT 27 Abu Dhabi Intern. Boat Show
 OCT 26 - OCT 30 Fort Lauderdale Boat Show

NOVEMBER 2022

NOV 15 - NOV 17 METS, Amsterdam
 NOV 15 - NOV 17 Global Superyacht Forum, Amsterdam

DECEMBER 2022

DEC 04 - DEC 09 Antigua Charter Yacht Show
 DEC 03 - DEC 11 Salon Nautique, Paris

JANUARY 2023

JAN 12 - JAN 15 Thailand Yacht Show, Phuket
 JAN 21 - JAN 29 boot Duesseldorf

FEBRUARY 2023

FEB 15 - FEB 19 Miami International Boat Show

MARCH 2023

MAR 1 - MAR 5 Dubai International Boat Show
 MAR 23 - MAR 26 Palm Beach Boat Show, FL
 MAR 27 - MAR 29 Shanghai International Boat Show

APRIL 2023

APR 24 - APR 27 MYBA Charter Show, Barcelona
 APR 27 - APR 30 Palma International Boat Show
 APR 29 - MAY 03 Med Yacht Show, Peloponnese

JULY 2023

JUL 21 - JUL 30 Travemuender Woche, Germany

AUGUST 2023

AUG 3 - AUG 7 Sydney International Boat Show
 AUG 10 - AUG 13 Hanse Sail, Rostock, Germany

**YACHTING
DOES THE
HEART
GOOD**

SAYS ROBERTO BARILE,
CEO YES-YACHTS.COM

for a private tour on one of these shows
 send email to:
showappointment@YES-yachts.com

for more information & all boat
 show website links, check out:

<http://bit.ly/YES-boatshows>



QR-SMARTPHONE CODES - JUST SCAN THE QR-CODE
WITH YOUR PHONE AND YOU WILL BE CONNECTED
TO THE RELATED PAGE. HERE: www.YES-yachts.com



Yachting Exclusive Services

2022

PRIVATE
NO BOARDING

we bring you aboard!

your global yacht pool - brokerage - charter - new construction
private submarines, concierge, jet & limousine services

YES-yachts.com

**YES-yachts.com and its partners
say thank you for reading us.
See you for the very next
YES-magazine in Q1-2023!**

Editor - in - Chief : Roberto Barile

editorial &

vice-Editor in Chief:

local editor, Monaco

local editor, Dubai

local editor, Abu Dhabi

Nicole Barile

Klara Doert

Brian Mehling

Alan Pereira

It has been a real pleasure to put these lines together
for you. We would be happy to receive your thoughts
and ideas at magazine@YES-yachts.com

Best regards

Mit freundlichen Gruessen

Cordiali Saluti

Saludos cordiales



Roberto Barile

chairman (CEO)

YES- Yachting Exclusive Services

Tel +49 (0)176 963 963 24

magazine@YES-yachts.com



Already thinking
about the next
issue!
We would be more
than happy to
have you as our
frequent readers.

YACHTS+QUARTERLY

YES-Yachting Exclusive Services GmbH

Klosterstrasse 73-75

40211 Duesseldorf

Germany

Recipient Name
