



**Moravia**  
YACHTING

## Our Group Services





## WE ARE MORAVIA YACHTING

### OUR HISTORY

In 1962 Moravia Yachting began business in Port Hercule, the nexus of luxury yachting. Our opening watchwords were efficiency and discretion. Little has changed since.

Owners trust our specialised knowledge to deliver optimal investment choice on all aspects of acquisition, sale and charter. It is not an achievement we shout about. Our most significant maritime transactions have been conducted without fanfare, solely in our clients' best interests.

We offer the security and stability that only a Monaco institution of six decades standing can assure.





## INTRODUCING ADAM PAPADAKIS

Adam brings 20 years' experience to the Moravia team and his international career has seen him involved with several iconic new build commissions as well as many high-profile superyacht sales. Adam is a well-respected superyacht industry professional with an impressive network of clients and contacts.

Adam is inspired by the yachting industry's progressive approach to innovation, creative design solutions and moves towards sustainability. The ability for the industry as a whole to forge ahead and push the boundaries of what is possible has been a key motivator behind Adam's career to date.

Adam has a Master's degree in Marine Engineering and Naval Architecture, and combining his technical acumen with a driven approach to business, has proven a valuable partnership. Looking beneath the surface when it comes to both the yacht and the owner's needs, has earned Adam a reputation as a broker with an eye for detail and genuine care for his clients.



"After many years in yachting, working for some of the largest and most established names in the business, I'm excited to be joining what is a relatively new and dynamic team with great potential. Bringing my knowledge and experience to Moravia Yachting, I'm excited to help the company grow and achieve even greater success. Being part of the Hill Robinson group offers tremendous opportunity and their values of honesty, integrity and transparency match my own."

**Adam Papadakis**  
Head of Sales/Senior Broker

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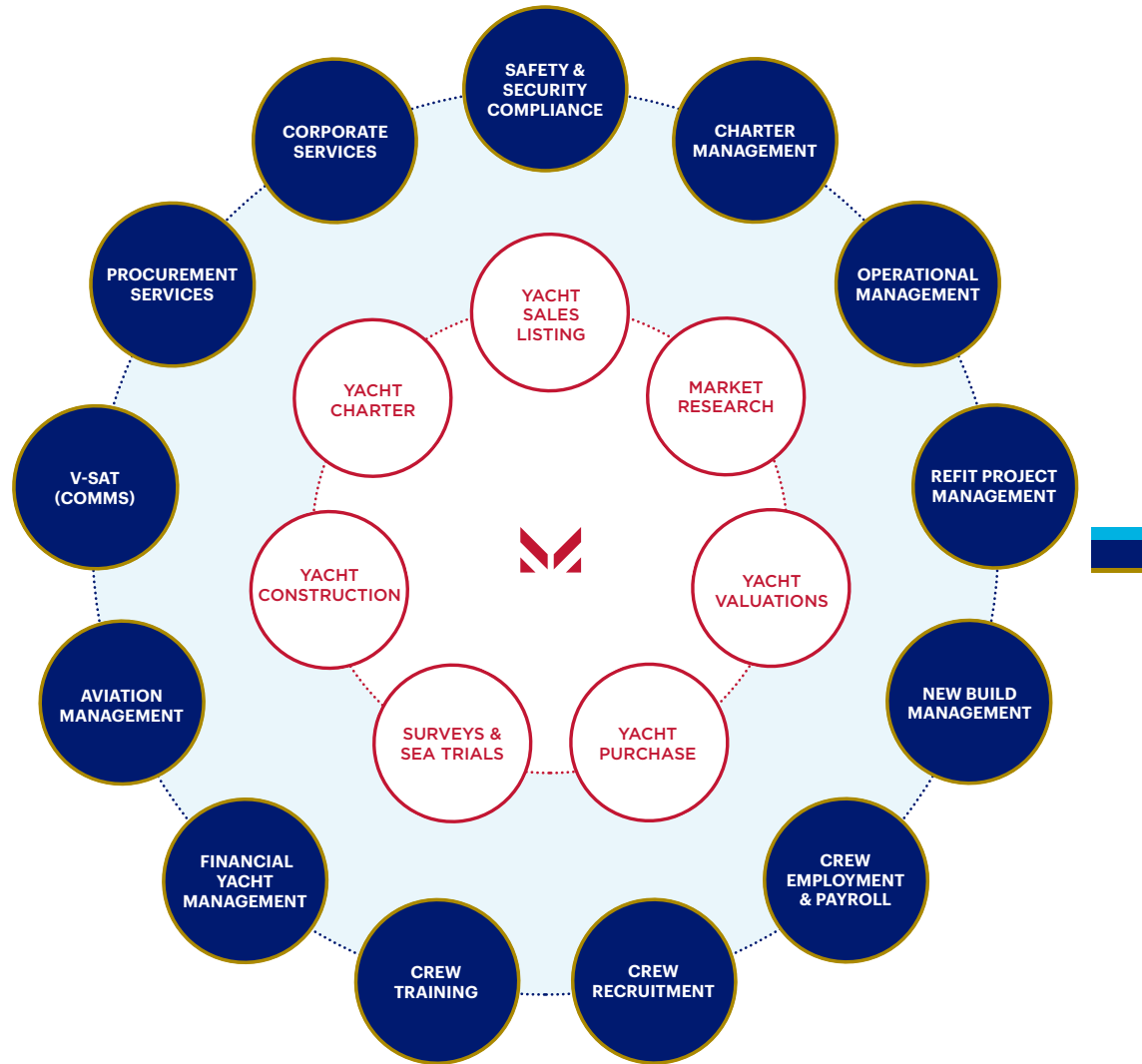




## A FULL SPECTRUM OF SERVICES

Our home port of Monaco has taught us the importance of circumspection over size. By embodying the ethos of the Principality we have been entrusted to sell and acquire yachts on behalf of select clientele. In essence, Moravia promises discretion and yachting prowess for exacting owners, with a heightened understanding of service excellence.

Our unique partnership with Hill Robinson helps owners optimise the cost of ownership. Close cooperation between the two companies promises optimal value alongside peerless management on a global scale. The twelve Hill Robinson offices span the globe and extend our capabilities from London to Fort Lauderdale, from Palma to Jeddah, and from Antibes to the Gold Coast of Australia.





## MARKET RESEARCH & ASSET VALUATIONS

We aim to add value to our clients at every turn, sharing our specialist knowledge and experience to help make more intelligent decisions.

We have invested heavily to ensure our clients have instant access to the most comprehensive market intelligence data on the global superyacht fleet. We maintain detailed information on every yacht, including sales and charter histories, purchase trends, specifications, and more. We also maintain information on sister ships and the order book of all yachts under construction at every major shipyard.

The experience of our highly specialised team means we are well placed to conduct desktop valuations on behalf of clients interested in either purchasing or selling an asset. With over 200 team members around the world, we have amassed first-hand experience with virtually every shipyard and company in the superyacht supply chain.

### SERVICES INCLUDE:

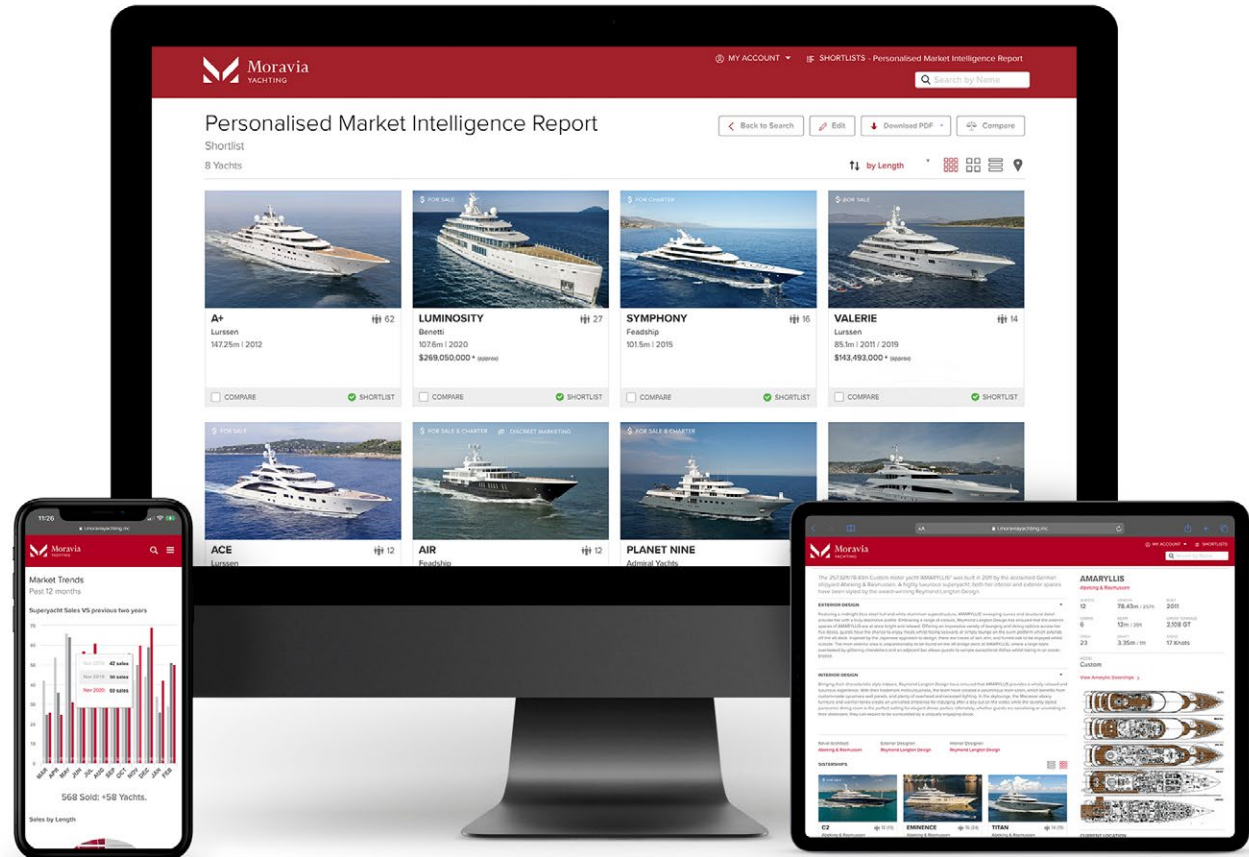
Personalised market intelligence reports

Latest updates on the global sales fleet

Shipyard information and order book data

Market trends and insights

Comprehensive yacht valuations





## YACHT PURCHASE

**Moravia clients are experienced commercial players. They demand precision alongside business acumen. Our company exists to help owners acquire their perfect vessel at the best possible price.**

The prime sector in which Moravia operates is guarded by trust and tact. With thousands of new and pre-owned yachts on the market, Moravia's forte is to evaluate and refine selected assets, using our industry intelligence to guide the keenest figure. The transaction roadmap can easily go awry. That is why a purchase must be treated with due diligence and the dovetailing of ideals between purchaser and broker. We report purchase recommendations from a financial and technical outlook, while focusing on a client's ambitions every step of the way.

### SERVICES INCLUDE:

Yacht construction management

Market research and analysis

Yacht comparisons and asset valuations

Arranging inspections, surveys and sea trials

Facilitating offers, negotiations and closing

Guidance on running costs and management

Corporate services



### OUR DIFFERENCE

**A specialised approach to navigating a complex marketplace.**



## CHARTER EXPERIENCES

Our forte is to curate our private clients' sailing fantasies from Arctic adventure to tropical sun. This, we accomplish aboard the world's largest and most luxurious yachts.

Moravia takes a highly personalised approach to charter. Each expedition distils an individual's demands. They could opt for security and serenity, for culture and cuisine, or simply the luxurious celebration of time. Some guests prefer anonymity. Others desire the head-turning allure of the latest superyacht launch. Clients may share their experience if they wish - Moravia's discretion is assured.



### SERVICES INCLUDE:

Defining requirements, tastes and budget

Guidance on available yacht options

Personalised cruising itineraries

Assistance with all necessary paperwork

Concierge support



### YOUR EXPERIENCE

Raising charter guest experiences to once in a lifetime levels.



## CENTRAL AGENCY SALES LISTINGS

We excel at understanding that every yacht has its own story, adopting a customised strategic approach. A maximum sales value can only be realised by sharing the full narrative with direct access to a targeted customer base.

Our yacht marketing strategies are highly personalised. Instead of blanket publicity for a hundred competing yachts, we create a value proposition for each vessel. This needs to relate to the quality of the yacht, its current condition and value proposition. It is about diving deeper into the yacht details which traditional brokerage houses cannot do because they are representing 100's of yachts and cannot dedicate the time.

### SERVICES INCLUDE:

Central point of contact for purchase enquiries

Customised yacht marketing campaign

Preparation of all sales materials

Client visits, open days and yacht shows

Qualification and response to purchase enquiries

Arranging visits, surveys and sea trials

Facilitating offers, negotiations and closing



### OUR APPROACH

Highly personalised  
and strategic central  
agency services.







## CHARTER MANAGEMENT SERVICES

Our retail charter team works hand-in-hand with our Hill Robinson charter management colleagues to represent a premium collection of yachts available for charter. Each yacht we represent is operated professionally, safely, and to the highest possible service standards.

Our brief on the owner's behalf is clear - guide setting up the yacht for charter, to manage the charter booking process effectively, and maximising net income. Already responsible for other aspects of the yacht's operation, who better than Hill Robinson to co-ordinate the accurate marketing and successful negotiations for charter contracts?

### SERVICES INCLUDE:

Maximise charter revenue

Member of MYBA

Advertising and marketing of the yacht,  
co-ordinating marketing material

Liaising and negotiating with brokers to  
confirm bookings

Management of the yacht calendar

Administering owner's obligations for  
MYBA charter contracts

Financial handling - deposit, balance and APA





## NEW CONSTRUCTION AND PROJECT MANAGEMENT

Our group's technical team has delivered some of the world's most exciting projects and a significant number of high profile new builds with leading shipyards and designers. Its reputation in the industry speaks for itself.

Our project managers, among whom are experienced captains, engineers, naval architects and surveyors, have represented owners and worked with build captains for yachts from thirty to one hundred plus metres, handling every aspect with total responsibility.

To ensure the highest quality, combined with a timely and cost effective completion of your build project, our client-focused support team is the clear choice.

### SERVICES INCLUDE:

Contract, specification and design review

Technical advice and representation

Quality and cost control

On-site supervision

Regular reports

Commissioning and sea trials





## PRE-PURCHASE AND CONDITION SURVEYS

Working in close cooperation with the Hill Robinson technical support team, we offer a fully independent technical pre-purchase and condition survey of the candidate yacht for safety issues, as well as a cosmetic review.

The survey report will include a technical overview of the interior, hull and deck and all machinery aspects, including a careful analysis of all relevant maintenance records. The survey and report is designed to offer added security to any yacht purchase, ensuring that any discussion is in an environment where condition or safety matters are fully understood and considered.

### SERVICES INCLUDE:

Yacht lifting or dry-docking

Annual flag state surveys and audits co-ordinated

Strong relationships with main class societies including ABS, Lloyd's register, RINA, DNV GL and BV





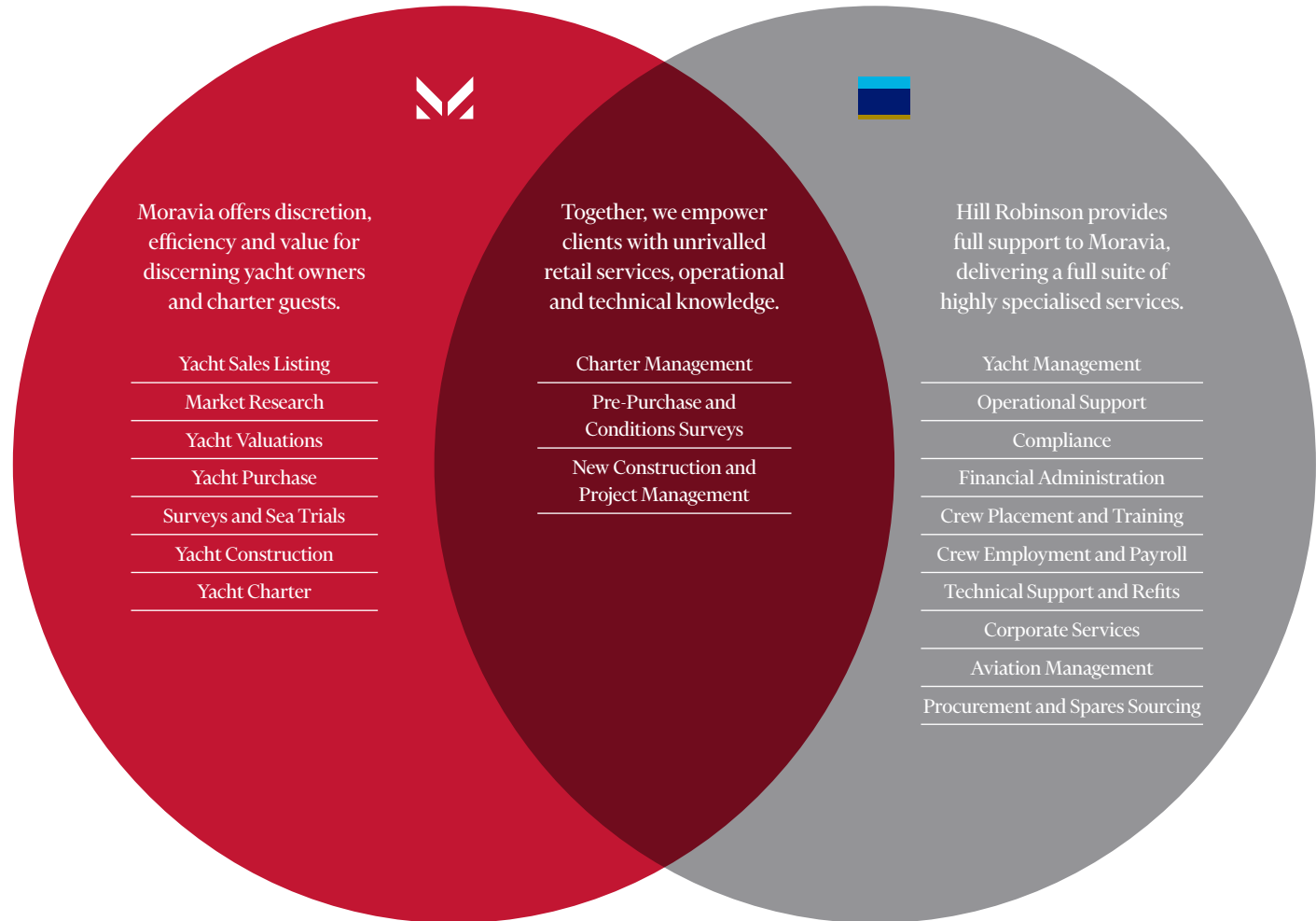
## MAXIMISING CLIENT BENEFITS

Moravia Yachting is part of the Hill Robinson Group, empowering our clients with unrivalled operational, regulatory, and technical knowledge.

While many of our competitors were born out of yacht sales and charter, expanding their services to include yacht management - Hill Robinson was specifically created to manage the complexities of the world's finest superyachts.

Because the Hill Robinson team was built from the ground up, with highly specialised team members, Moravia Yachting clients benefit from a much deeper pool of knowledge and expertise compared to many other brokerage companies.

Our approach to delivering highly personalised services ensures that every client need is fully supported, not by a single broker, but a global team of experts at the top of their respective field of specialisation.





## YACHT MANAGEMENT

Delivering the promise - Hill Robinson provides a specialised management service, sharing the responsibility for all aspects of yacht ownership and operation.

With multilingual staff and a presence around the world in all time zones, Hill Robinson is on call 24 hours a day, 365 days a year committed to the highest standards of professionalism and integrity. Clients can rely on Hill Robinson for an instant response and competent support strengthened by ongoing training, development, information sharing and solid teamwork from highly motivated staff.

From mini ISM to complete management, there is a solution to suit your needs and your budget; all for a fixed monthly fee. Delivering the best in human resources, quality of service, attention to detail and value for money are the cornerstones of Hill Robinson's portfolio of services.

### SERVICES INCLUDE:

Financial management

Safety and security management

Operational management

Technical support

Crew employment

Crew recruitment





## TECHNICAL SUPPORT AND REFITS

The Hill Robinson technical team is positioned to assist with emergency support, maintenance, refits or handling insurance claims. Whether the experience of a naval architect, a class 1 engineer or a surveyor is needed, assistance is only a phone call away.

Dealing with flag states, class societies and suppliers often requires patience and diplomacy, as well as language skills. Our shore support team works with captains to find solutions, organise contracts and guarantee accurate quoting and budgets. From here, HRClick (the internal communications project log) is used to keep all parties up to date, helping to ensure refits and maintenance periods are successfully completed on time and on budget.

### SERVICES INCLUDE:

Emergency technical support 24/7

Technical management

Contract negotiation, planning and managing refits

Quality, cost and budget control and maintenance reviews





## OPERATIONAL SUPPORT

Hill Robinson takes care of all the shorebased logistics; berths booked, cash ready for collection, agents contacted, urgent items dispatched to the yacht - the list is endless. Leaving the captain and crew free to do their tasks onboard and look after the guests.

With some of our larger yachts, often cruising more remote locations, we have supplied seaplanes and helicopters either directly to the yacht through our own procurement division or by aviation charter for specific occasions.

### SERVICES INCLUDE:

Multilingual shore support team with 24 hour emergency response

Simplified safety management system

Planned maintenance programmes

DPA and CSO service

HRClick secure online access to management system





## COMPLIANCE

Critical for every yacht, whether private or commercial, safety is paramount. We see security and efficiency along with ISM & ISPS familiarisation and training to be an intrinsic part of yacht management.

Hill Robinson will keep owners and captains updated on the ever-changing multitude of international and local rules and regulations applicable to yachts. Current examples include new regulations concerning hazardous materials and maritime cyber security.

HRClick is our secure, user-friendly and highly efficient online quality assurance system that gives personalised access to the full range of ISM functions for certification and documentation.

### SERVICES INCLUDE:

Fully ISM/ISPS certified and audited

ISM & ISPS familiarisation, training and drills

Ship security plans

Onboard safety audits and risk assessments

HRClick secure online access

Ongoing maintenance reports that can identify issues before they arise

ISM audits used to educate crews on safety







## CREW PLACEMENT AND TRAINING

Retaining good crew is critical and can be a time consuming challenge. The advanced HRcrew database provides a source of opportunities and detailed knowledge of well trained candidates.

As the yacht's manager, Hill Robinson aims to maintain the best and most suitable crew onboard within the agreed payroll budget. We know also that the best crew will want to progress, so we work to facilitate career progression within the fleet. A truly international crew offering, HR Crew has offices in Antibes, Fort Lauderdale, Palm Beach, Limassol, Palma de Mallorca and the Gold Coast Australia. Available to support your crew needs across all time zones 24/7.

### SERVICES INCLUDE:

Industry leading experienced team of specialists understand owners' needs

Review CV, verify qualifications, check references

HRcrew database provides a leading resource for owners, captains and crew

Easy crew registration at [hrcrew.com](http://hrcrew.com)

Arrange training where appropriate

Training seminars in our own facilities

Safety on board training

Etiquette training





## CREW EMPLOYMENT AND PAYROLL

Using a well-established procedure and an experienced Guernsey based team, Hill Robinson provides the solution for all crew employment issues including health insurance, social security payments, contracts and payroll.

Hill Robinson cares about crew and ensures that not only are employment contracts compliant and correct, but that joining and departing crew are handled and supported by professional team.

An increasing number of crew appreciate the benefits of working on a Hill Robinson managed yacht and the owners appreciate their dedication.

### SERVICES INCLUDE:

MLC compliant crew payroll - prompt and efficient

Individual crew employment contracts MCA and flag state approved

Crew medical insurance

Social security liability management





## FINANCIAL ADMINISTRATION

Every owner deserves value for money and looking after our clients' funds is one of our great strengths. Hill Robinson's reputation allows us to negotiate the best prices possible and pass real savings back through our fleet discount programme.

Realistic budgets are set and agreed so that cash flow can be continually monitored. Our fully audited, secure systems issue monthly returns to compare actual spend to budget, ensuring the vessel is managed effectively with full transparency and accountability.

### SERVICES INCLUDE:

Preparation of annual budgets including major refits

Monthly categorised accounting returns compared to budget

Organising ship's cash

Dedicated bank accounts

Fleet discounts passed direct to owner





## CORPORATE SERVICES

Each yacht requires a unique solution to comply with the complex legislation that exists in our industry today - a package that encompasses the owning company set-up and structure to suit the usage of the yacht and status of the owner.

The range of Corporate Services provided covers a choice of jurisdictions that can be used for a variety of purposes. The correct setup, especially VAT registration, ensure free circulation of yachts internationally.

### SERVICES INCLUDE:

Fully licensed corporate service provider

A one-stop shop for all aspects of yacht ownership structure, ensuring compliance with legislation

Tailor structure to legitimately minimise or mitigate VAT liabilities

Multi-jurisdiction company incorporation, administration and VAT registration

VAT efficient importations





## AVIATION MANAGEMENT

Aviation in its most comprehensive form has become an important pillar in the Hill Robinson offering from the Special Projects team based in the Isle of Man.

Closely dovetailed with the top-level procurement service, aviation has grown from specialisation in specifying and developing helicopter landing pads on key refit programmes, to procuring bespoke helicopters.

Currently HRaviation specifies and delivers a mix of aircraft, including private jets and fixed wing amphibious aircraft. Additionally we train, employ and supply pilots, provide full operational support and offer clients solutions for all their private air travel requirements.

### SERVICES INCLUDE:

Procurement of aircraft - helicopters, jets, turbo-props and amphibious

Bespoke and special new-build

Recruitment, payroll and training of aircrew

Yacht and support vessel integration

Management of clients' private aviation requirements

AOG handling





## PROCUREMENT AND SPARES SOURCING

Hill Robinson has a dedicated procurement team committed to making sure our customers are always getting the best competitive prices.

Using the advantage of the Hill Robinson purchasing power that comes from buying for a fleet of yachts delivers better contracts with suppliers... which translates into better prices, service and quality.

Benchmarking prices and long term relationships with key suppliers, enhances the procurement support if urgent spares in the middle of the season or for a refit are needed.

### SERVICES INCLUDE:

Optimise budget control and maintenance costs

Competitive pricing

Urgent spares where and when required





## GLOBAL REACH OF THE HILL ROBINSON GROUP

Global Offices

**12**

Our Employees

**262**

Annual charter week bookings

**120+ weeks**

Charter Management Fleet

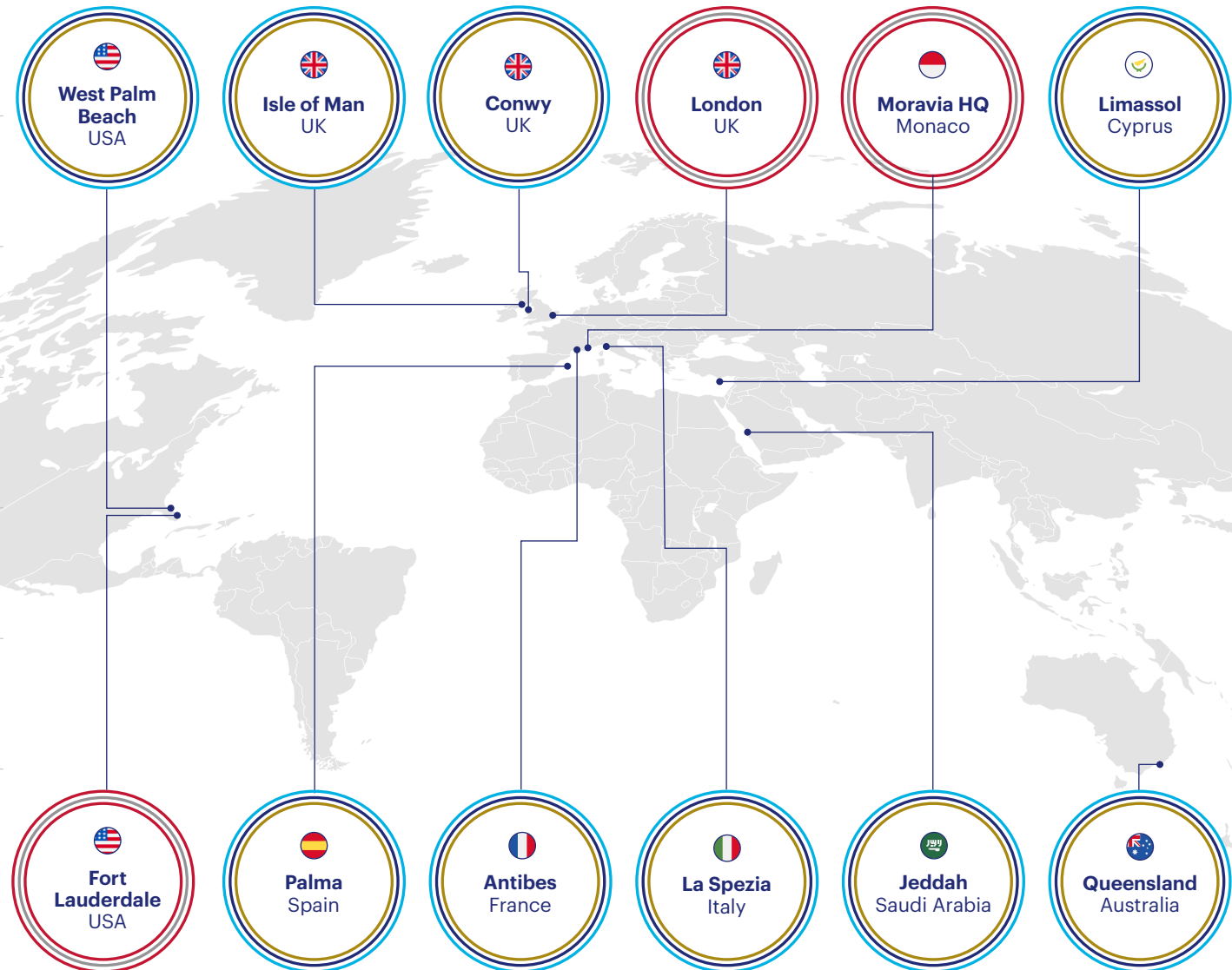
**19**

Yachts Managed

**55**

Worldwide Crew

**1,500**





Moravia

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