



Moravia

YACHTING

YACHTING SERVICES



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DISCOVER THE MORAVIA DIFFERENCE

MORAVIA YACHTING

The mission of Moravia Yachting is simple: to match discerning owners and charterers with their perfect vessel, with discretion, with efficiency, and adding the value afforded by our expert knowledge at every opportunity.

We are trusted by our clients to deliver optimal investment choice on all aspects of acquisition, sale and charter. Expertise comes from experience and our specialised understanding, accrued from years of successful sales and charter bookings, delivered with integrity, proficiency, and the close attention to detail that our clients deserve, has afforded us a leading reputation.

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.





**ONE OF THE WORLD'S OLDEST YACHTING BRANDS
REINVENTED TO SERVE TODAY'S ELITE YACHTING CLIENTELE**

OUR STORY

Moravia Yachting opened its first office in the Principality of Monaco, the nexus of luxury yachting, in the early 1960s and quickly grew, providing services and materials to ships worldwide and playing a central role in the construction of the first ever superyachts, including La Belle Simone, Nabila, Longobarda, and Il Mora di Venezia.

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 a select clientele. In essence, Moravia promises discretion and yachting prowess for exacting owners, with a heightened understanding of service excellence.

Today, we empower our clients with unrivalled technical, operational, and international industry knowledge.





**ONE-OF-A-KIND VOYAGES THAT RAISE
THE BAR, SAILING BEYOND THE ORDINARY**

CHARTERING A YACHT

Defining requirements, tastes and budget

Guidance on available yacht options

Personalised cruising itineraries

Assistance with all necessary paperwork

Concierge support

Based in Monaco but with a manifestly global reach, our charter options cover the world over. Each experience is tailor-made to match the exacting requirements of your charter party, with expectations exceeded as standard. We marry decades of experience with unrivalled access to an enormous array of yachts. Our unambiguous focus on privacy has earned us our clients' trust and afforded us access to a selection of superyachts, ranging from historic vessels to the most pioneering launches of today. Moravia's charter brokers will advise on budget, size, style of yacht, and destination, crafting you an unforgettable charter odyssey.

From tropical wildlife trekking in Costa Rica to regatta racing in New Zealand or family-focused cruising along the French Riviera, it is all possible. Choose security and serenity, 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, but our mantra to take the special to the sublime could not be more sincere - Moravia clients are afforded privileged access to some of the most incredible sights and exclusive experiences the world has to offer.

A carefully curated cast of personnel can be brought together to enhance your onboard experience. From ice pilots and cetacean specialists to gurus of wellbeing and boutique vintners, for voyages beyond the ordinary Moravia is your concierge. And experiences need not stop at the superyacht. Whether you want to tour the ocean bed in a submersible, trace the coastline by helicopter or seaplane, or extend your trip with a stay onshore pre or post charter, every requirement can be met. Some guests chase the final frontiers, seeking uncharted Arabian reefs and untouched Pacific atolls. Others seek the familiarity and sanctuary found in the glamorous backdrops of the Caribbean and South of France. Wherever your charter may take you, delivering seamless luxury across all seven continents is our forte.



WE CAN NAVIGATE A COMPLEX MARKETPLACE WITH CONFIDENCE

BUYING A YACHT

Market searches and recommendations

Guidance on annual running costs

Facilitating offers, negotiations and closing

Support with arranging survey's and sea trials

Corporate, legal, operational, and technical advice

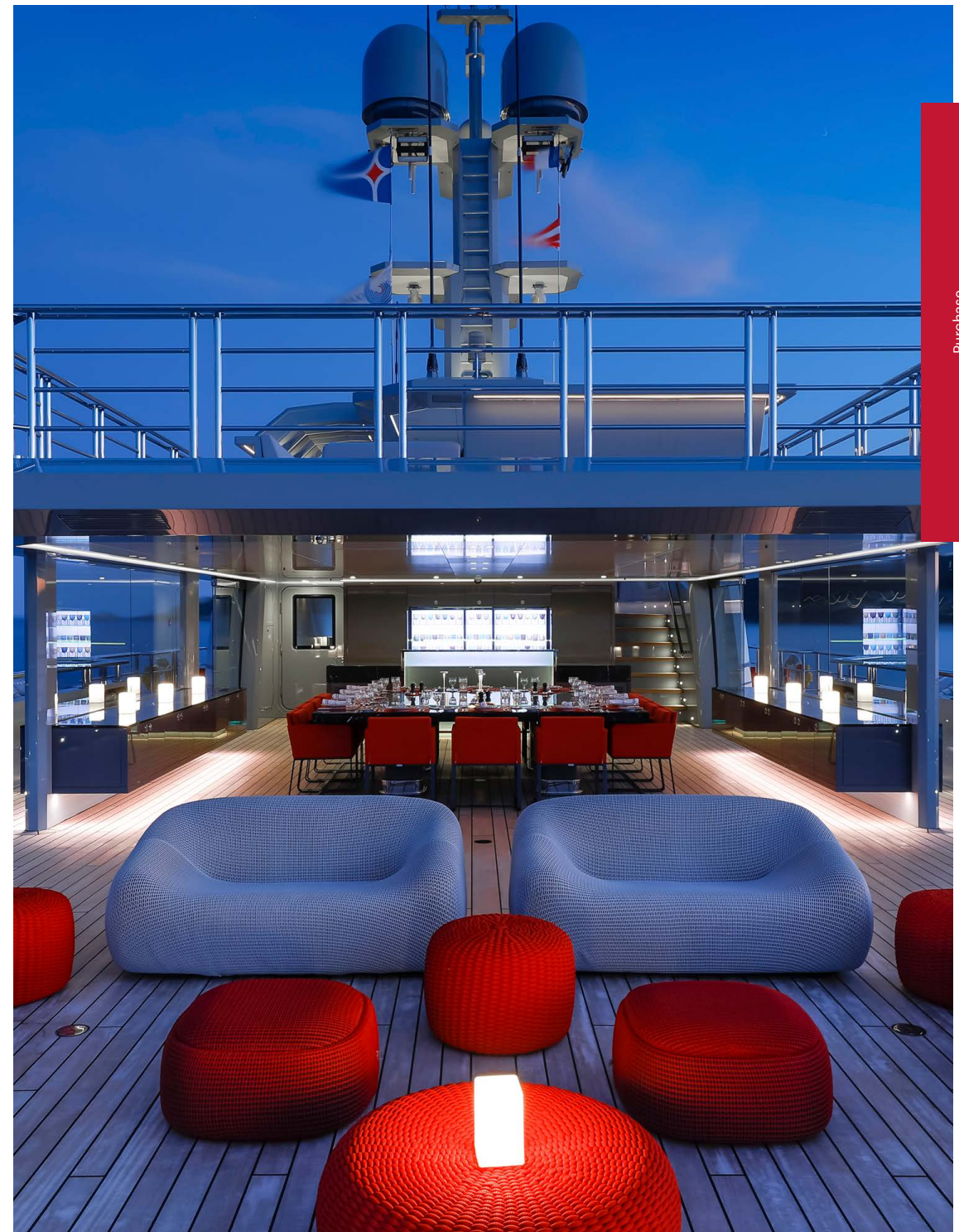
A luxury yacht may be a unique and extraordinarily complex asset, but like any it is governed by popularity, singularity, and market forces. Moravia exists to help owners acquire their perfect vessel at the best possible price.

The prime sector in which Moravia operates is guarded by trust and tact. Our contact book stretches from the world's leading shipyards to diplomatic channels, and this grants our clients access to every available asset, no matter how elusive or unobtainable it may be deemed.

There are thousands of new and pre-owned yachts on the market, and a purchase must be treated with due diligence. With the needs of the purchaser forefront of mind, Moravia brokers evaluate and refine the selection, using our industry intelligence to guide the keenest figure.

We report purchase recommendations from a financial and technical outlook, while focusing on a client's ambitions every step of the way. Our negotiation strategy is based upon our deep background knowledge, which frequently results in significant saving's.

We personally inspect, survey, and sea trial each vessel prior to contracts being exchanged.





PERSONALISED AND STRATEGIC CENTRAL AGENCY SERVICES

SELLING A YACHT

Advise on list price and sales strategy

Customised marketing plan

Preparation of all sales materials

Client visits, open days and yacht shows

Responding to purchase enquiries

Arranging surveys and sea trials

Negotiating prices and securing the sale

In recent years, Moravia Yachting has seamlessly executed several high-profile maritime transactions. Each negotiation was closed with the prudence and professionalism with which our company name has become synonymous, with several sales conducted between long-term Moravia associates.

Our yacht marketing strategies are highly personalised. Instead of blanket publicity for a hundred competing yachts, we create a distinct campaign for each vessel that we represent. We take the time to understand each yacht's story, its condition and value proposition, and implement a strategic and coordinated marketing campaign that shares a yacht's full narrative with a targeted audience to maximise its value. This highly personalised approach is executed with dedication and meticulous planning.





MORAVIA YACHTING

PART OF THE HILL ROBINSON GROUP

Hill Robinson was specifically created to manage the operational complexities of the world's largest yachts, while bringing technical excellence to the fields of new build, refit, procurement, crew employment, and aviation.

As part of the Hill Robinson Group, Moravia clients benefit from a unique partnership that will help minimise the cost of ownership and optimise the experience. The synergy between Moravia Yachting and Hill Robinson promises optimal value alongside peerless management on a global scale. Hill Robinson has 12 offices, spanning the globe from London to Fort Lauderdale, Palma to Jeddah, and from Antibes to the Gold Coast of Australia.



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

Nick Hill Partner



GLOBAL REACH

AROUND THE WORLD

— Between our Gold Coast, Middle East and West Mediterranean, Western Europe and Eastern US Seaboard Office Network, we are able to offer round-the-clock coverage.



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Moravia

YACHTING

Discretion, efficiency and value
for discerning yacht owners
and charter guests

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