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**THE BEST LAUNCHES, INNOVATIONS
& DESIGNS OF THE YEAR**



*Delfino 95 will
be available from
Seanet from
June 2018*



Seanet CEO Matty Zadnikar



The upper deck and main salon of *Delfino 95*

NEW WAVE SEANET

It was 14 years ago when, realising that he was not spending as much time on board his yacht to justify the investment, American businessman Michael Costa had the idea to found SeaNet. Employing a model commonly used in private aviation, he set up a co-ownership programme that ensured owning a yacht was a responsible investment. Today, the company, which has a European base in Malta, manages a fleet of 20 yachts.

For Europe, Costa was joined in his venture by Croatian-Belgian Matty Zadnikar, and they in turn teamed up with the Italian shipbuilder Benetti to offer this “smart ownership model”. Currently, it offers the *Delfino 93*, a 28.5m semi-custom yacht for 12 guests and four crew members and cruises in the

Mediterranean. Next summer the 28.95m *Delfino 95* will be available.

The list of advantages for this business model is a long one. An average owner uses his yacht only a few weeks a year, but the costs for maintenance, marina fees and moorings, crew and winter storage are tremendously high. Acquiring a 25, 33 or 50% ownership through SeaNet – allowing for 49 days, 56 days or 98 days on board – makes a lot of sense, with the company managing the yacht. Being a yacht owner without the hassles – what could be more ideal? seanetco.eu