AUSTRALIAN SUPERYACHTS | CASE STUDY

M/Y Altavita

The first fully commercial Cayman Islands yacht delivered by Gulf Craft and Australian Superyachts

Vessel	M/Y Altavita, Gulf Craft Majesty 125 (about 40 m), hull 6
Delivered	July 2018, in the Mediterranean
Owner	Australian private owner
Standard	Built and delivered as a fully commercial yacht under the Cayman Islands flag, for charter
Our role	Selling dealer, new-build project management at the yard, and owner's outfitting from Sydney

The client

An Australian owner bought a new Gulf Craft Majesty 125 through Australian Superyachts to charter in the Mediterranean. Altavita was the first fully commercial Cayman Islands yacht delivered by Gulf Craft and Australian Superyachts, built in the United Arab Emirates and delivered to the Mediterranean for her first charter season.

The problems we solved

1. A fully commercial yacht from a yard still new to commercial builds

The problem: A yacht chartering in the Mediterranean under the Cayman Islands flag must be built and certified as a commercial yacht from the start, not converted afterwards.

What we did: We brought the experience of Ghost II and Oneworld to the specification and the build, and placed our own new-build project manager at the yard in the UAE for the final months, supported by our naval architect in Sydney.

The result: Altavita was delivered as a fully commercial Cayman Islands yacht, ready to charter.

2. Fitting out a yacht in the UAE from an office in Sydney

The problem: A charter yacht needs everything from tableware, glassware and linen to galley equipment, branded items and deck furniture, sourced from several countries and delivered to a yard in the UAE before handover.

What we did: Our interior team, led by a former superyacht stewardess, built the full inventory with the owner, sourced it through a specialist yacht supplier in Fort Lauderdale and others, ran page-by-page sign-off meetings in our Sydney office, arranged branding and custom items, and planned shipments to the UAE and on to France, structured so that VAT could be reclaimed on export.

The result: A fully outfitted yacht, handed over to her chief stewardess with a complete master inventory.

3. Keeping the yard and the owner aligned

The problem: In the final months of a build, yard lists, supplier lists and the owner's expectations rarely match.

What we did: Our project manager kept an owner action matrix with the yard, reconciled the yard's and the suppliers' lists item by item, checked dimensions and mock-ups, and escalated to the yard's senior management when needed.

The result: Issues were resolved at the yard rather than discovered after delivery.

Timeline

When	Where and what
Mar 2018	Outfitting programme begins with the owner in Sydney
Apr 2018	Launch at the yard in the UAE
Apr to Jul 2018	On-site project management, fit-out and handover to the crew
Jul 2018	Delivered in the Mediterranean for her first charter season

What this shows

Selling a yacht is the start of the job, not the end. For Altavita we managed the build at the yard, outfitted her from the other side of the world and delivered a fully commercial yacht to the Mediterranean for an Australian owner.