



COMPANIES

Camper & Nicholson Asia expands network to Australia and New Zealand

By David Robinson | August 15, 2019

Ray White Marine appointed exclusive representative for region

Camper & Nicholson's Asia (C&NA), part of the global yacht services C&N group, has expanded its Asia Pacific office network with the appointment of Ray White Marine, headquartered at Marina Mirage on Australia's Gold Coast, as the exclusive representatives for Australia and New Zealand.

C&NA is the parent company of Camper & Nicholson's International (CNI) with both totally-owned by the Hong Kong-based Lai Sun group. The group currently has other offices in the region located in Hong Kong and Phuket. Other group offices are sited in Monaco, London, New York, Miami, Fort Lauderdale, Antibes, Cannes, Palma, Palm Beach and Geneva.

The Ray White Group is Australia's largest real estate and marine business although the latter is smaller compared to the real estate activity. Ray White Marine, apart from its Gold Coast head office, also has branches in Sydney and Melbourne. The marine arm of the group is one of Australia's marine brokerage and dealership firms with it holding the regional dealerships for all the Ferretti group brands and the Greek Technohull brand.

Brock Rodwell, Ray White's sales director, told *IBI*: "This is a natural fit for us expanding our activities in the above 30m (100ft) range. With the America's Cup there is an increase in the region and we will work with C&N on that. We had a successful Sydney show and we are likely to have a bigger presence at the Sanctuary Cove Show next year."

At the recent Sydney show Ray White Marine had a fleet of some eight craft combining both the Ferretti

group and Technohull brands with three Australian premieres – the A\$12.5m Riva Domino 88 Super, the popular Ferretti 550 Hardtop and a Technohull 45 OMEGA built for commercial charter.

The Australian market is growing in significance for a number of leading international superyacht brokerage houses. Frasers and Northrop & Johnston have had a presence in the market for a number of years and more recently Burgess Yachts established an office in Australia.

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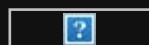
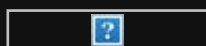
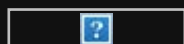
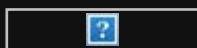
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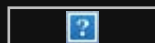
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