

# POST RELEASE

## MOSCOW BOAT SHOW 2019

2019 results (facts and figures):

Exposition space: more than 17 800 sq m

Visitors: more than 14 000

Exhibitors: 145

Foreign exhibitors: 38

Participants geography: Austria, Germany, Greece, Denmark, Italy, China, Latvia, Netherlands, Poland, Republic of Korea, Russia, the USA, Tunisia, Turkey, Croatia and Sweden

Cities of the Russian Federation:

Moscow, St. Petersburg,

Izhevsk, Kazan, Kaluga, Nizhny Novgorod, Novosibirsk, Rostov-on-Don, Samara, Saratov, Sevastopol and Yaroslavl



12<sup>th</sup> International Exhibition  
of Boats and Yachts

March 6-10, 2019

Moscow, Crocus Expo

[The 12th International exhibition of boats and yachts Moscow Boat Show](#), one of the most significant events for the yachting business professionals, a platform for presentation of new branch developments and a meeting place for business and professional communication, was held March 6 through 10, 2019 in Crocus Expo.

The exhibition traditionally took place at the beginning of March, having given start to a new season of yachts, boats and other types of the water crafts sales. This year the project integrated more than 14 000 people – representatives of leading yacht companies, motor crafts and boats admirers and fans of outing on water. Exhibitors had an opportunity to favourably present their products and to estimate its demand in the market, to define perspective distribution channels and to find new clients, to hold a number of direct negotiations and to sign favorable contracts in a short period of time.

### Exhibitors

Structured to aid ship owners and operators optimize the performance of their fleets, Moscow Boat Show became again an important meeting place for the industry professionals which brought together representatives from all sectors. It created a forum where buyers and sellers could gather under one roof to conduct business and improve industry knowledge, to build and promote a certain image in order to facilitate future agreements. Top players of the market participated in the project: **Prestige Yachts, Smart Yachts, Ultraboats, Yamaha, Mercury, Brunswick, Mikstmarine, Ruptur-Pro, West Istanbul Marina, Ultra Sail Group, Super Marine, Portonovi Resort, Aqua-Motors** and others.

### Russian exhibitors

For Russian exhibitors among which were **Berkut Marine, Salut** plant of motor boats (Samara), **SPEV, Grizzly Technologies, Sportsudprom, Enigma** shipyard, **Evolution Motors, Sever Boat, Lodka House, Lodka 44** and others the show became the main platform to present their developments to a wide targeted audience.

### Yachts from the market leaders – the highlight of the exposition

**The Ultraboats** company, which primary activity is sale of motorboats and yachts in the Russian market, brought to Crocus Expo **Azimut Flybridge 55** – yacht impressing by a combination of graceful beauty and impressive technical characteristics.

**Smart Yachts**, the exclusive distributor of Galeon Polish brand in Russia, produced quite an impression with the innovative **Galeon 500 FLY** model.



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Organizer:

 **CROCUS EXPO**  
International Exhibition Center



## From foreign shipyards and up to SUP board

**West Istanbul Marina** – not only a first-rate landing stage but also a comfortable place for pleasant leisure – presented its services at the Moscow Boat Show. The company provides all kinds of professional technical maintenance, repair and refit services. It is also a huge complex including boutiques, yacht club, hotel, fitness&spa, sport facilities and restaurants.

**Dream Yacht Charter**, the world's largest charter operator, was presented at the exhibition as well. Its customers can book bareboat, crewed or by the cabin charters in some of the world's most beautiful cruising grounds, such as the Grenadines, Croatia, Ionian islands, Tahiti and the Maldives. The company has also developed new sailing areas, such as New Caledonia and Cuba.

**ATP Nevskoye** which specializes in providing a complete range of services on oversized and heavy-weight cargo transportation from Europe to Russia and all across Russia offered services for vessels transportation.

**North Silver** company displayed nine motor boats including Fish and novelties: North Silver 940 and North Silver Eagle Cabin 655.

**GS-SPORT GROUP**, JET SURF official dealer in Russia, displayed a wide range of goods for jet-surfing, windsurfing, kiting, wakeboarding and water skis, SUP surfing and active recreation on water at the fairgrounds. The company is also engaged in the retail sale of clothing and equipment for extreme sports, has a dealer network (offering goods for wholesale), and own service centre.

Annual participant of the Moscow Boat Show, **SUP-club**, a club of SUP-surfing fans, presented a new collection of boards, paddles and other SUP novelties of the 2019 season including a family of dry diving suits and creative SUPface T-shirts. And organized a real test drive of pedal driven paddle boards right in the exhibition hall – in an open pool!

### Platform for business networking

A tight program of exhibition-related events enabled everyone to obtain comprehensive information on how to organize efficient and profitable business within a company in line with all the requirements of modern economy.

The business program featured lectures of professional yachtsmen, athletes, journalists and other honored experts. A variety of professional seminars, lectures, contests, professional networking and workshops became another centre of attraction for key audience and an interesting source of publications in specialized and business press. Topics covering the yachting market development, launches and powerboat equipment, fishing world, the industry of outdoor activity in Russia and abroad were discussed.

The exhibition organizers, on their part, spared no effort to make the work comfortable and successful.

**Day of Dialogue with Yachtsmen** was for the first time organized within the show. The events provided an opportunity to know about current issues related to yachting rules and regulations. **Alexander Deev**, acting director of Russian River Register Moscow branch, told about classification and certification of pleasure crafts and small vessels in commercial use of the Russian River Register. **Vladimir Markin**, Moscow Canal FGBU deputy director on investments and development, told about best practices of on-water projects and **Alexander Klimchuk**, president



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of Houseboat.ru, spoke on the topic “Houseboat is a New Type of Movable Property on Water” (the project of building villages on water in Moscow).

**Round table of the Sailing Federation of the Moscow Region** covered topics related to modern tendencies in design and building of sailing yachts and related equipment.

One of the most attractive events became meeting with **Loic Bonnet**, founder of the world’s largest charter company Dream Yacht Charter, who told about the history of his success.

**Albert Nazarov**, a naval architect and marine engineer, PhD in engineering, FRINA, CEng, MSNAME, director Albatross Marine Design, a boating enthusiast with wide experiences in sailing and power boating told about peculiarities of the design of water taxi, yacht catamarans and small passenger vessels.

Participant and information partner of Moscow Boat Show, a Russian TV channel about water spaces, **OCEAN-TV** invited all willing to participate in the live broadcasting of the **Dialogues at Boat Show** program – a rare and an interesting opportunity to talk about everything that take place in the water and related industries. One could tell about company, projects or services, to share opinion on industry problems or to tell about fascinating travels.

The visitors had an opportunity to get acquainted with new trends of yacht fashion. World leaders in production of clothes for sailing and active outing – **Helen Ocean** and **Slam companies (Italy)** – presented fashion shows of yachting clothes and accessories.

A presentation of the social project **Sails of Hope** (organizers: Russian Sports Invalid Union and All-Russian Invalid Society) was for the first time held within the frames of the Moscow Boat Show. Problems and ways of their solution on creation of an accessible environment for people with disabilities for the classes of amateur yachting and sailing in Russia were discussed within the event.

Moscow Boat Show presented the aspects of the yachting segment, demonstrated modern samples of water motor equipment and the latest design developments, acquainted its guests with activity of yachting schools and the calendar of sea regattas, submitted offers on sea and river cruises and also on opportunities of training in water sports. The show intended for a wide audience became very popular among yachting devotees, it is a multiformat project incorporating exposition, business and educational events and impressive show programs.

See you in Crocus Expo March in 2020!



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