



SINAN OZER

CEO , AEGEAN YACHT

Tell us a little about your background (education, experience etc.).

Actually I was torn between being an architect and going to a business school and when I won the exams of Robert College in Istanbul I decided to do the business part. Anybody would probably do the same as the school is situated at the Bosphorus, the channel between the Black Sea and Marmara seas probably with the best view in the World with no exaggeration! But with an architect inside of me and a passion for sailing I had to choose a profession that would satisfy both devils. I chose yachtbuilding!

Please give us a brief background and explanation of your company and activities.

Aegean Yacht Services was established in 1976. The moment I have graduated I took my girlfriend, my dog and my little Fiat and came to Bodrum, a little fishing and boat building village in Southern Turkey which has turned into the St Tropez of the Aegean Turkish coast in the last 20 years. In the first few years I worked as a yacht charter agent and in 1978 built my first boat "Bebek" a 16 meter wooden double ender. That is when I realized that building boats was my passion. I kept on building boats since then. In the first years I was building in wood and the sizes were around 25 to 30 meters. I built my first steel boat in 1992 which was also the first steel boat built in Bodrum. "Magic Life" a 34 meter three masted schooner. She is in Australia now and her name is "Whitsunday Magic". Switching to steel gave me a strong marketing advantage and I started exporting boats to all around the World. I literally have boats

all around the World. A 45 meters "Dubai Magic" in Dubai, a 50 meters "Galileo" in the Black Sea, a 57 meters "Montigne" in Hong Kong, with many others in Maldives, Egypt, Italy, France, England, Croatia, Greece you name it. I even have boats in Yemen, Djibouti and Sudan. At the moment we have a rather big boatyard in Bodrum Oren at the seaside with about 30 thousand m2 land space. We have the biggest hangars out of Istanbul area with modern technical facilities and can build superyachts up to 75 meters in length. At the moment we have a 66 meter motoryacht and two 26.50 meters "navettas" under construction.

Please give us a brief overview of your submission for The International Yacht & Aviation Awards 2018.

A boat that I had built in 2015 the "Oldesalt" was nominated in the IYA awards in 2016 and we were in the short list of 6 other boats from all around the World. I really did not expect to win the award but I thought it would be a good experience to be there in Venice where I have very romantic memories. I could not believe when they announced my name as the winner of the award between 30 and 40 meters. I was thrilled. I went on stage, mumbled a few words and took the award with my naval architect Turhan Soyaslan. We also applied in 2017 and were shortlisted again but could not make it. This year we will see what happens. But it really is very nice to be there and feel the tension, the stress and enjoy the beautiful surroundings at the same time. Venice is beautiful, Cipriani is wonderful and the venue of the ceremony is a great piece of architecture with a terrace overlooking the Duomo and the best of Venice.

Is there any reason you choose this project in particular to enter into the awards?

We spent a lot of time in developing this Project. It is designed for a Russian client of ours who has the vision and experience of an experienced sailor and he has a great sense of space utilization. We put a lot of effort into this Project together. Of course Turhan Soyaslan was our chief naval architect and he contributed a lot with my in house team of naval architects and engineers; Kaya Turner, Utku Ozgen and Ali Vardar. It was a satisfactory team work. On the other hand we are addicted to IYA and I think eventually every year we will be there. Who doesn't want an Oscar?

What do you feel separates you as a company from your competitors?

A new design, a new boat is a set of hopes and requirements in the beginning. It is our job to turn these into rational and aesthetic realities. We work tirelessly to make our customer happy on every aspect of the boat explicitly explaining the merits and shortfalls of every decision. In many cases there is a direct conflict between requests and what is to be done. It is our job to accommodate our customer. We are tailors and unless the design process directly conflicts with the industry standards we apply our customers' requests. Our job is to translate the preferences of the customer into a set of technical information on which the boat can be built and we are very good at that. We are very fast in creating designs, sample boards and sample cabins which eventually speeds up the decision and the construction processes. We build in less time than any competitor that we know of. We are also very competitive in our pricing policy thanks to our very efficient team most of whom has worked with me for more than 20 years. We understand each other and we understand the customer. We have a happy yard which also reflects to our customers.

