



Engel & Völkers Yachting and Aicon Yachts Embark on Partnership

Announcement grounded in shared commitment to service as Aicon Yachts relaunches

New York, N.Y. and Milano, Italy [Feb. 13, 2020] – Engel & Völkers Yachting and Aicon Yachts today announced a strategic partnership designating Engel & Völkers Yachting based in Newport Beach, California as the exclusive representative for Aicon Yachts. This announcement comes as Aicon Yachts, known for its luxurious Italian design and craftsmanship, relaunches under the leadership of Chairman & CEO Marc-Udo Broich and his partner John Vennors as the only customized yacht builder focused on the 60 to 85 foot segment.

“With more than 500 boats sailing in the world, Aicon is excited to look to the future with a new range of yachts designed by Sergio Cutolo, one of the most prestigious designers in the world,” said Broich. “There exists a desire for high-end, custom yachts to meet the specific needs of passionate yachtsmen, and Aicon fulfills that desire to the highest degree. We are thrilled with our partnership with Engel & Völkers, a brand recognized as the premier global entity in offering first-class service to its clients both in real estate and yachting, and together we will set new standards in the yachting world that our clients expect and deserve.”

This marks the first exclusive deal for Engel & Völkers Yachting since opening its first location in Newport Beach, California two weeks ago through a partnership with Walter Johnson Yachts.

“The yachting experience begins with trained advisors educating and walking clients through every step of the process, and at Engel & Völkers providing exceptional, personalized experiences to our clients has been at the core of our business for more than 40 years,” said Paul Benson, license partner of Engel & Völkers Yachting. “It’s been an exciting few weeks for us, and our partnership with Aicon Yachts and shared passion for the yachting culture and delivering the highest levels of client experience will open up so many exciting opportunities for our clients now and in the future.”

“Our team couldn’t be more excited to represent this stunning collection of yachts,” said Walter Johnson, president of Engel & Völkers Yachting’s Newport Beach location. “We know many clients will be attracted to the opportunity to further customize their yachting experiences through Aicon and look forward to helping them do so.”

Aicon Yachting and Engel & Völkers Yachting will be at the Miami Yachting Show February 14, 2020, celebrating the partnership and the unveiling of Aicon Yachts’ newest model.

For more information visit evyachting.com/americas and aiconyachts.com.

Engel & Völkers Yachting

Engel & Völkers is a global luxury brand. Founded in Hamburg, Germany in 1977, Engel & Völkers draws on its rich European history to deliver a fresh approach to luxury real estate with a focus on creating a personalized client experience at every stage of the home buying or selling process for today's savvy homeowner. That same level of service has since then been applied to its yachting division. In 2020, Engel & Völkers opened its first yachting division in the Americas, specializing in the comprehensive services related to buying, selling and chartering yachts. Committed to exceptional service, Engel & Völkers Yachting has established locations in the yachting hubs of Monaco and Antibes in the South of France. Each brokerage is independently owned and operated. For more information, visit www.evyachting.com/americas.

Aicon Yachts

Founded in 1993, Aicon Yachts has been realizing the dream of tailor made, building and designing very high quality luxury yachts. The Aicon shipyard was located in Sicily, always working in close contact with the world of luxury. Tailor made was its philosophy from the beginning and has maintained that tradition. From the '90s until today, Aicon Yachts has never betrayed the distinctive soul and passion of Made in Italy, which have enabled the shipyard to excel in Europe and in the world, as evidenced by the Aicon 56, launched in 2001 and awarded at the 2002 Cannes Yachting Festival. This success was repeated in 2005, with the Aicon 64 Fly, which was awarded the World Yacht Trophy. Since then, Aicon Yachts created several other models between 52 and 85 feet, each garnering multiple world wide acclaim and awards. Aicon Yachts was reborn in 2019 having been bought and integrated within a new Yacht Group. It is on course to revolutionize the nautical segment of Yachts between 60' and 100' - truly custom, bespoke manufacturing catering to the experienced yachtsmen. The new Aicon Yachts 66 will be the first of the four new models that will allow owners to build their dreams. The new Aicon Group will integrate American management and engineering with true Italian manufacturing and hand-made craftsmanship.

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