

Alain Gruber

CEO, ULYSSIA

Scheduled to launch in 2029, Ulyssia represents the pinnacle of residential yacht living. Built at the Meyer Yachts shipyard in Germany from a design by renowned naval architect Espen Øino, the residential yacht will offer 133 residences and 22 guest suites, along with five-star amenities including seven restaurants, multiple swimming pools, a dive center, submersibles, theater and conference rooms, helicopters, and state-of-the-art wellness and medical facilities.

What is the elevator pitch for Ulyssia?

Ulyssia can best be described as a private country club on the move. Combining the features of a high-end home with the mobility and exclusivity of a superyacht, it is an opportunity to travel the world from the comfort of your own home, discovering new places while living the ultimate luxury lifestyle.

What makes Ulyssia a superyacht rather than a privately owned cruise ship?

Ulyssia will have similar credentials to a superyacht; however, the concept is to foster a strong sense of community — a social hub for like-minded individuals, with whom the operational costs will be shared. Unlike traditional yachts, which are primarily used for leisure or charter in one- or two-week periods, Ulyssia's residents will live aboard for years, splitting their time between their homes ashore and their residences on board.

Like a superyacht, the custom interiors of each residence will be individually designed; we have a number of different designers involved, overseen by Ulyssia's lead designer, Francesca Muzio. Ranging from one to six bedrooms, each residence includes private terraces, and they will all have sweeping ocean views. The amenities will be similar to those found on board a superyacht, but there will be more of them, and they will be bigger.

How does Ulyssia plan to blend luxury living with global exploration?

Ulyssia will continuously circumnavigate the globe, allowing residents to explore destinations without sacrificing the comforts of home. Through our exceptional programming of experiences, our residents will have the opportunity to learn about each destination before arriving. We will bring experts in various fields to discuss everything of relevance to each destination, be it art, archaeology, history, government, current events or future trends. This will allow the residents to gain a better understanding of each country we visit. EYOS Expeditions will also be our partner, guiding all our expeditions: diving, exploring, heli-skiing, safari — you name it, they can do it.

What are the different types of residences?

There will be 133 residences, including 10 penthouses and 22 extra guest suites for accommodating the friends and families of residents. The average suite size is 2,400 sq ft, with the smallest one-bedroom suites comprising a spacious 1,200 sq ft and the larger penthouses spread across 10,300 sq ft — which, according to Espen Øino (Ulyssia's naval architect and designer), is equivalent to the total interior space found on board a 260-ft superyacht.

How will the residence ownership program work?

The residences will be freehold, whereby each owner will own a proportion of Ulyssia, the size of which will mirror the size of residence. Annual maintenance fees will also be proportionate to the size of residence, as will shareholder voting rights. Prices for residences start at €10m (approx. \$11.35m) for a one-bedroom residence, with penthouses reaching prices of over €90m (approx. \$102.2m). I should point out that, despite yachts being a depreciating asset, residences on *The World* have actually appreciated year over year, and we anticipate the same will happen here.

How will Ulyssia's itinerary be planned, what types of destinations will she cruise to, and how much influence will the residents have on where she goes?

All of our owners will have a significant influence on the itineraries, but most

likely, they will appreciate the vast experience that our team has in creating complex and interesting itineraries. Some members of the team have traveled to over 180 countries and have great contacts on the ground. However, with such a diverse ownership portfolio, we expect that many of our residents will also have an in-depth knowledge of some of the areas Ulyssia plans to visit, and the combined knowledge and experience of our team and the residence network will ensure the best experience for all.

Who is the target audience for Ulyssia? Where do you believe your owners will come from?

Our community comes from all over the world, from all different walks of life, but they inevitably have one thing in common — they have achieved a great deal in life and are all highly successful individuals. They are well-traveled, well-educated and open-minded, with a desire to explore and live life to the fullest. Post-Covid, we are also seeing a lot more interest from families and the younger, Uber generation. We have a school on board, so families can homeschool, and of course, we provide fun amenities for all ages. We even have lectures planned that are targeted at teenagers. Our average age of owner is sitting at around 49 — and of course, we have older generations — but age is relative. One of our older owners is in his 70s and is still running marathons.



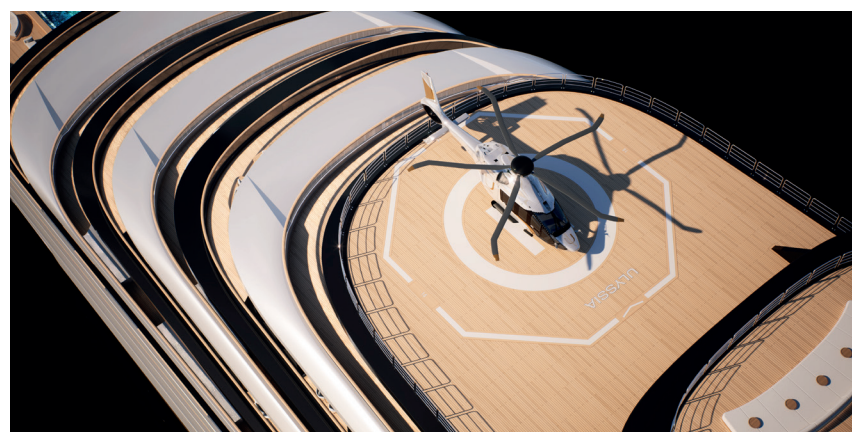


Homes at sea

Ulyssia may be 411 ft (125 m) longer than the largest superyacht in the world, the 639-ft (195-m) *REV Ocean*, and over four times the gross tonnage, but with her sleek profile and cleverly disguised 15-deck height she will still blend in with the smart superyacht set when her adventures begin in 2029. This is all down to naval architect Espen Øino and his impeccable eye for detail. With more than 25 years' experience designing some of the world's most innovative superyachts afloat, Øino is these days the world's preeminent naval architect and superyacht designer. Bringing his wealth of design experience to Ulyssia, Øino has created a unique vessel that looks like a yacht but will also be one of the largest vessels on the sea. "To make Ulyssia appear smaller, we needed to trick the eye, something that I have done

previously on large yachts," says Øino. "On the 512-ft (156-m) *Dilbar*, for example, we highlighted every second deck, and on Ulyssia we are hiding every second deck with tons of glass to try and literally deceive the eye."

With ceiling heights of between 10 to 13 ft and open-plan layouts that include galleys, Øino was challenged to ensure that both communal and private spaces still feel intimate. "Ulyssia won't always be operating at full capacity, so it was important to create common areas where, despite the size of the vessel, the vibe remains homey and intimate," says Øino. "The same can also be said of many of the larger yachts that I have designed, where the maximum number of guests could be anything between 12 and 24. There is always a fine line between creating intimate spaces while at the same time enabling privacy."



Despite her mammoth size, Ulyssia aims to be powered by a ratio of 70:30 renewable versus fossil fuels. To achieve this, she will operate a hybrid propulsion system, using fuels such as green methanol and other biofuels, and features solar powered batteries. Her advanced hull form and a heat and energy recovery system are also among the technologies that will help ensure Ulyssia has as little ecological impact as possible.

Ulyssia isn't the first of its kind, nor is it the only option available should you be looking to become a seafaring nomad. *The World*, a superyacht comprising 165 private residences, has been cruising around its namesake for over 20 years. At 644 ft (196 m) long, *The World* sold out of all its residences within a few years of launch, and the real estate has continued to appreciate as a small number of residences come for resale

each year, on an invite-only process. If, however, you don't want to splash out \$2m-plus to buy a residence on *The World* or Ulyssia, and prefer to dip your toe in the water before buying, there are a number of options.

There are also private yacht charters with superyachts in the fleet ranging from 78 ft (24 m) up to 446 ft (136 m). Almost all are only available for whole yacht charters, but a few of these private charter yachts have recognized the benefits of individual cabin offerings, opening up new possibilities to those who are looking to explore further afield.

One such yacht is the 164.1-ft (50-m) *Aqua Mare*. Available to charter as a whole yacht for up to 16 guests or on an individual cabin basis, *Aqua Mare* offers a combination of superyacht luxury with expedition cruising in the remote Galapagos Islands.

