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Filippo Rossi (Floating Life) presents the New Build Division and Project Vicky

Nicola Capuzzo · Friday, October 4th, 2024

During the Monaco Yacht Show, Floating Life introduced two significant developments: a dedicated division to more effectively manage the construction of full-custom yachts and the Vicky project.

SUPER YACHT 24 spoke with Filippo Rossi, Chief Commercial Officer of Floating Life, who explained: “In the last 5 years, we have always been involved with owners wanting to make their dream of building a full-custom boat come true, so we decided to assist them more systematically. The New Build Division is dedicated to the wonderful adventure of building a full-custom boat”.

What exactly do you do?

“We accompany the client through the various stages of this long process. Initially, we study the most suitable hull, usually trying to use the base we developed four years ago with the under lower deck, a platform tested in the Ship Model Basin of Trieste, developed by Studio 013. After that, we create a technical specification and select the best shipyards, which can be Italian, Turkish, or Dutch. We compare budgets, construction times, and delivery; together with our brokerage office, we choose the best flag for managing the yacht and crew, as well as the administrative office and yacht management. This entire set of skills culminates in the construction survey and project management through our technical office, led by Andrea Pezzini, the founder of Floating Life”.

Weren't these activities something Floating Life was already involved in?

“Yes, but we weren't doing it in such an organized manner before. So we decided to ‘dress’ this activity with a dedicated division equipped with procedures and action protocols that make the process smoother. Considering from the start the most appropriate flag, the type of activities the owner wants to pursue, whether they will charter or not, allows us to get better solutions”.

Do you have any projects currently in development?

“We are following two new construction projects, both under 500 GT, which will be realized in the coming years. One will be presented by November, and when possible, we will unveil the details”.

Can you talk us about Project Viky?

“It’s a project we have just presented, and it has a vintage actress name because we believe it has particularly sexy lines. The design is once again by SaturaStudio, founded in 2018 by Alberto Frulla, Federica Fino, and Francesco Viola. The project is based on the platform between 44 and 50 meters already used for the yacht Audace, built by Cantiere delle Marche four years ago. This yacht also features the under lower deck, and we have decided to propose the new IPS40 propulsion system recently presented by Volvo Penta”.

What are the advantages of this solution?

“The space savings are evident; just comparing the layout of the lower deck shows how much space is needed to accommodate the two propeller shafts, which can instead be freed up and reinterpreted. We have envisioned a pool in line with the aft platform and an area with additional cabins. So, beyond the propulsion, which is the owner’s choice, the project has been developed internally”.

You mentioned the under lower deck earlier; why is it so appreciated?

“Because it allows direct access to the aft platform from the guest cabins without having to pass through the interior, as is usually the case due to the presence of the engine room. Guests can take a dip in the sea without needing to go up and down between the decks. It’s an interesting solution”.



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