

"The fantastic Konkan Coast is just waiting to be discovered by the international boating community. I see this stretch of India's coast booming as a boating destination very soon, like Croatia and Turkey recently. We have the essential ingredients – history and natural beauty", says Gautama Dutta Director Marine Solutions, and renowned sailor in India. It was his friendship with Lodewijk Brust that the Vasco Da Gama rally made its 1st stop in Mumbai in



2006 and then again in 2008 and 2010. Various Indian sailing yachts joined in Mumbai for the 'Forts of India' cup to Goa with a scenic stopover at Jaigarh. Vasco da Gama rally explored this beautiful coastline with over 36 sail yachts from over 12 countries. Rally organizer Lodewijk Brust, is a sailor with more than forty years of sailing experience, he has been mostly living on



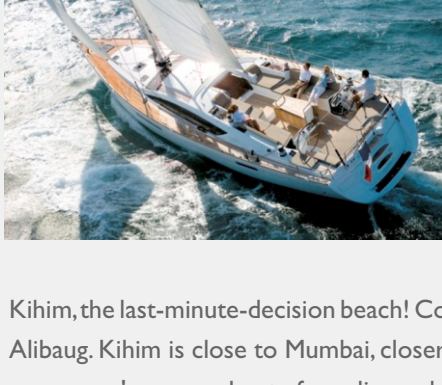
board of his yacht "Mistral", a Southerly 135, since 21 years. Brust was a committee member of the EMYR (Eastern Mediterranean Yacht Rally) in 1996 and since 2005, Chairman and Organizer of the Vasco da Gama Rally. Equally famous as him are his two dogs Yugo a fox terrier and Bajer a whelsh terrior who sail across the oceans with him. He together with Gautama Dutta planned the Indian stop over which was supported by MTDC. MTDC organized a spectacular traditional welcome during the Forts of India cup from Mumbai to Goa at Jaigarh. The sailors were hosted in Ganpati Phule, while the yachts found berth in the beautiful scenic bay of Jaigarh. Gautama is passionate to introduce more and more people to the pleasures of boating. Gautama Dutta has been National Champion in



various classes of boats like Laser, Hobie Cat and has also won the Bronze at the Asian Championship in Ok Dingy class of boat. Gautama also holds a world record for sailing at the highest altitude in Lake Deotal, the Lake of the Gods and was also part of the circumnavigation on sail yacht Samundra in 1998. Gautama, has salt in his veins and it is this passion and love for the sea that motivates him to bring boating to the people in India.

EXPLORE THE WEST COAST FROM MUMBAI TO GOA WITH MARINE SOLUTIONS, EXPERIENCE BEAUTIFUL YACHTING DESTINATIONS ALONG THE INDIAN COAST!

Sea fort views, fish thalis and of course some of the state's best beaches... why fly straight to Goa when the coastal route via a luxury yacht has so much more to offer! Most people love beaches and most of us will agree that there's nothing like a trip to Goa to experience the wonderful beaches and relaxed ambience. The 220 nautical miles stretch of coastline that separates Mumbai and Goa has some lovely forts and white beaches to offer. Jaigarh offers a beautiful experience with a scenic village with tiled roofs, lovely beaches a short drive from Ganpatipule and it is an experience to remember. The best time to visit is between October to March. Gautama Dutta, Director of India's leading yacht sales company in India says "The fantastic Konkan Coast is just waiting to be discovered by the international boating community. I see this stretch of India's coast booming as a boating destination very soon, like Croatia and Turkey recently. We have the essential ingredients – history and natural beauty".



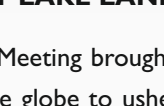
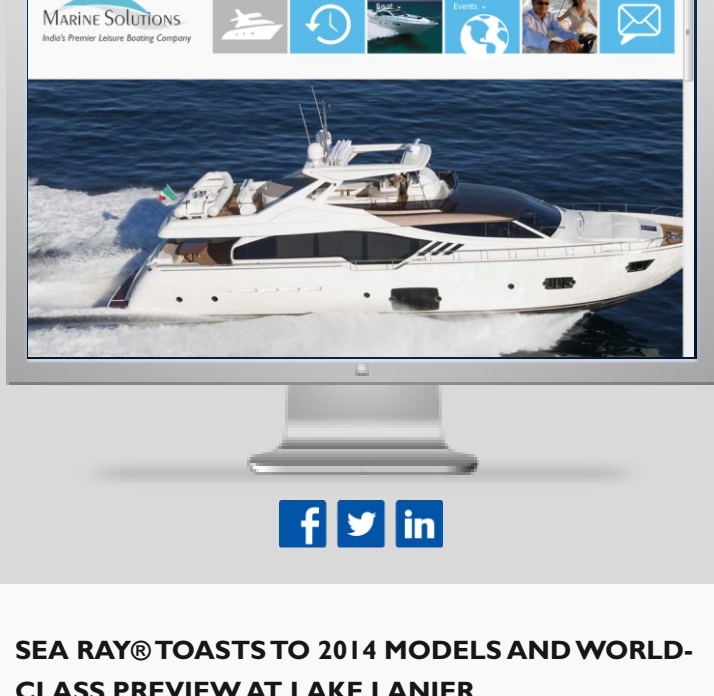
Kihim, the last-minute-decision beach! Come here to get away from the crowded beaches of Alibaug. Kihim is close to Mumbai, closer than Alibaug in fact. Kihim's proximity to Alibaug means you're never short of supplies and alcohol, and it's proximity to Mumbai means you're never too far from home.



Murud, for the island sea fort and food lover, is a clean, relatively less crowded beach than the nearby Kashid beach, and the nearby rocky Nandgaon beach, with high-end resorts for comfortable accommodation. You should spend a day and a night here for two main reasons. It's the closest beach to the massive Janjira fort nearby and the food is excellent.



Diveagar the most peaceful beach of them all; it's beautiful with a vast expanse of gorgeous sand and surf (about six kilometers long) and a few birds for company. This is where you come to relax. The nearest town or main road is a world away. All you have is the beach, and a short walk away, a few homestays and guesthouses surrounded by acres of coconut and betel plantations. Devbaug beach is close to Tarkarli, near Malvan, about 500 kilometers from Mumbai, close to the border with Goa. At the Malvan pier, you can arrange boat rides to go diving, snorkelling, dolphin watching and to go explore Sindhudurg, another enormous island sea fort. Devbaug itself is a narrow strip of clean beach, less visited than its popular neighbour Tarkarli to the north. However, the Karli river running along Devbaug's inner coast gives the place a very backwater type feel, excellent for boating. You can also use Devbaug as a base from where you can travel to Nivati, a cut-off beach with a hill to explore, and the so-called Tsunami Island, a sand bank that they say rose out of the sea after the 2004 tsunami.



ALL-NEW MARINE SOLUTIONS WEBSITE LAUNCHES

Visit Marine Solutions all new upgraded website for the new season. Log in to receive newsletters with regular updates on yachting news from around the world. Marine Solutions welcomes you to explore the best of boating in India with information now accessible at your fingertips. Not only will you find world class brands that Marine Solutions deal in, but also a range of services as well as information on yachting destinations and latest news on yachts in India and in the world. Marine Solutions is India's answer to all boating solutions and as yacht dealers in India for various renowned international brands like Ferretti, Riva, Sa Ray, Jeanneau, Prestige and Zodiac inflatables in India; Marine Solutions is India's one stop solution for all boating requirements be it yacht sales, yacht management and registration or advice on cruising destinations in India on motor boats, sail yachts and catamarans in India.

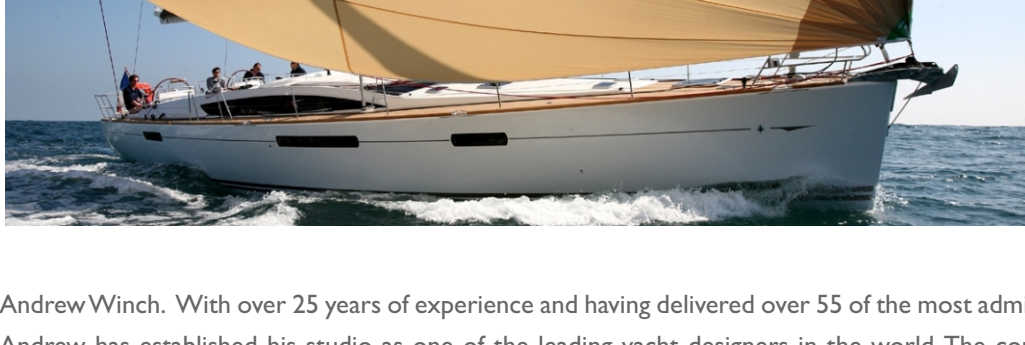
SEA RAY® TOASTS TO 2014 MODELS AND WORLD-CLASS PREVIEW AT LAKE LANIER

Sea Ray's 2013 Dealer Meeting brought together more than 350 dealers from around the globe to usher in the 2014 model year boats and toast to numerous successes from this past year. Gautama Dutta, Executive Director Marine Solutions, attended preview of 2013 Sea Ray boats and yachts, at Georgia's luxurious Lake Lanier Islands Resort. The theme of this year's gathering was a consistent focus on enhancing the boating experience. It is exactly that focus that drives Sea Ray's NextWave initiative, a commitment to innovative thinking and inspired execution across all of the boat categories. This meeting offered a prime opportunity to share with their partners the cutting-edge advancement on their models, while also celebrating their efforts, achievements and continued support. Another cause for celebration at this year's Meeting was the addition of four new Customer Satisfaction Index (CSI) Awards from the National Marine Manufacturers Association (NMMA) to an already substantial collection, bringing Sea Ray's total to 55 awards over the last ten years. Customer satisfaction is one of Sea Ray's highest priorities, and they are able to achieve CSI recognition year-after-year!



FERRETTI GROUP, FOUNTAINE PAJOT & JEANNEAU SHINE AT THE FESTIVAL DE LA PLAISANCE DE CANNES AND GENOA BOAT SHOW

Festival de la Plaisance de Cannes, held in bright and sunny weather conditions, ended on an optimistic note. Ferretti Group previewed its flagship motor yacht Ferretti 960, Ferretti 750 and Pershing 62' to raving reviews. Marine Solutions Director Gautama Dutta says that Ferretti Group is surging toward new horizons. Managing Director Ferruccio Rossi of Ferretti briefed a large gathering of clients, prospective buyers, media and industry luminaries on the



strategy as Ferretti announced to the world their 2013-2018 industrial plan that aims to consolidate turnover of approximately €600 million in 2018 with more balanced income from Europe, America and APAC. Ferretti is already investing around €80 million in new product and models.

French shipyard Jeanneau announced a new 64 foot sailing yacht at the Cannes Boat Show. The Jeanneau 64 will be launching in the European summer of 2014 and is designed by the respected naval architect Philippe Briand. Briand, who designed the successful Jeanneau 57 and Jeanneau 53, is also well known for designing the super yachts Mari-Cha III and Mari-Cha IV. For the Jeanneau 64, Briand has teamed up with interior designer

Andrew Winch. With over 25 years of experience and having delivered over 55 of the most admired super yachts (including 32 sailing yachts), Andrew has established his studio as one of the leading yacht designers in the world. The contemporary deck styling of the Jeanneau 64 encompasses around 40% of space given over to lounging and relaxation. Whilst emphasising the relaxation element, Briand has also designed the new flagship to be secure, fast, and enjoyable to sail. The hull is modern with a hard chine for increased speed, stability and interior volume. Gautama Dutta Director Marine Solutions, dealer for sail yachts India, motor boats and yachts in India said "Jeanneau sail yachts are beautiful yachts with timeless appeal. They have well lit interiors and offer the perfect balance between sailing speed and comfort. Jeanneau sail yachts in

SALINA 48, built by Fountaine Pajot, Libellule, is the first cruising catamaran to cross the Northwest Passage. Fountaine Pajot is proud to introduce the Cottier family who owns a SALINA 48, Libellule., for the unprecedented feat they have accomplished. It is indeed a record for this is not only the first time that a cruising catamaran crossed the Northwest Passage but also one of the first families who have made it with children! Here again Managing Director of Marine Solutions Anju Dutta enthusiastically explains why the beautiful Fountain Pajot catamarans known for their sailing capability have found such a wide following. She is sure that Fountain Pajot

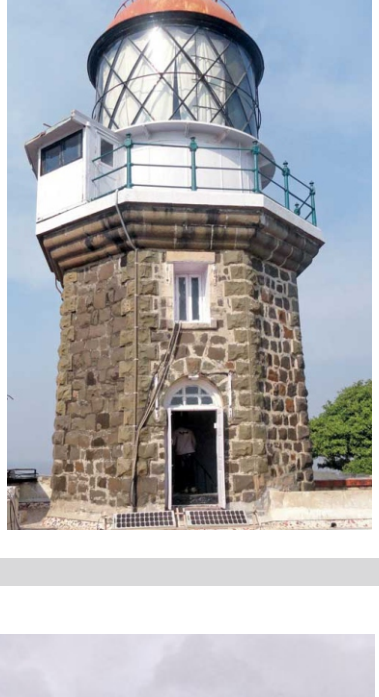
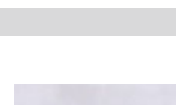


motor yachts will find a big market in India because of its long range and nearly 40% less fuel consumption compared to a mono hull. Anju Dutta says "The beautiful lines of the motor catamaran and its enormous space and high quality along with low fuel consumption make it an ideal boat for the Indian waters. Also a catamaran has low draft compared to a mono hull giving it an added advantage for boarding and disembarking in Indian shallow waters and the beach."



GET SET FOR LIGHTHOUSE TOURIST DESTINATIONS IN INDIA, MUMBAI TO HAVE THE FIRST!

The Ministry of Tourism and the Ministry of Shipping have jointly started to develop three lighthouses that they have identified into tourist destinations — Kanhoji Angre in Mumbai, the Dolphin's Nose in Vishakhapatnam and Mahabalipuram lighthouse about 40 kms south of Chennai. The first to be launched would be, of course, the one in Mumbai! The ministry runs 180 lighthouses along the coastline of India. They are important navigational tools for ships, but they can become important tourist destinations and of the three identified, India's first will be developed just off the coast of Mumbai. It's a unique lighthouse and you have to sail to the island that makes it attractive for tourists. It's a historical island with a fort built around it by Kanhoji Angre. Mumbai is one of the best coastal cities and this is the most underutilised asset we have.



MARINE SOLUTIONS' MARINA IN GOA – BRITTONA

With offices all over India, in Mumbai, Goa, Kochi and Kolkata, Marine Solutions offers exclusive berthing and yacht servicing in Goa at their marina at Brittona, Goa. Explore the waters of Goa and charter out some of the best yachts or have your yacht parked in Goa. At Brittona, you will find dedicated facilities certified for compliance to international standards. Experienced and skilled personnel provide comprehensive yacht management services. For more information get in touch with us today!

