



# VELARCA 135

Truly sustainable yachting



# The Founders

Isola Corvus Oy (Ltd) is a newcomer in the super yacht community, yet an instant leader in thinking green and providing a completely new level of sustainability into yachting.

[www.velarca.com](http://www.velarca.com)



## **Sami Lehtonen**

Founder & CEO

With degrees in boat building and in yacht design (Solent University UK 1993) and an executive MBA (Hanken 2011), Sami is one the most educated people in the yacht building industry.

## **Sanna-Kaisa Koivisto**

Co-Founder

With years of experience in marketing Sanna-Kaisa truly is a powerhouse of marketing. She is responsible for managing our marketing and communications.



# Our Team

For improved agility, economical integrity and scalability Isola Corvus Ltd has outsourced its design and manufacturing to the best available naval architects, media companies, yacht brokers and shipbuilders in the industry.

[www.velarca.com](http://www.velarca.com)

beiderbeck  designs

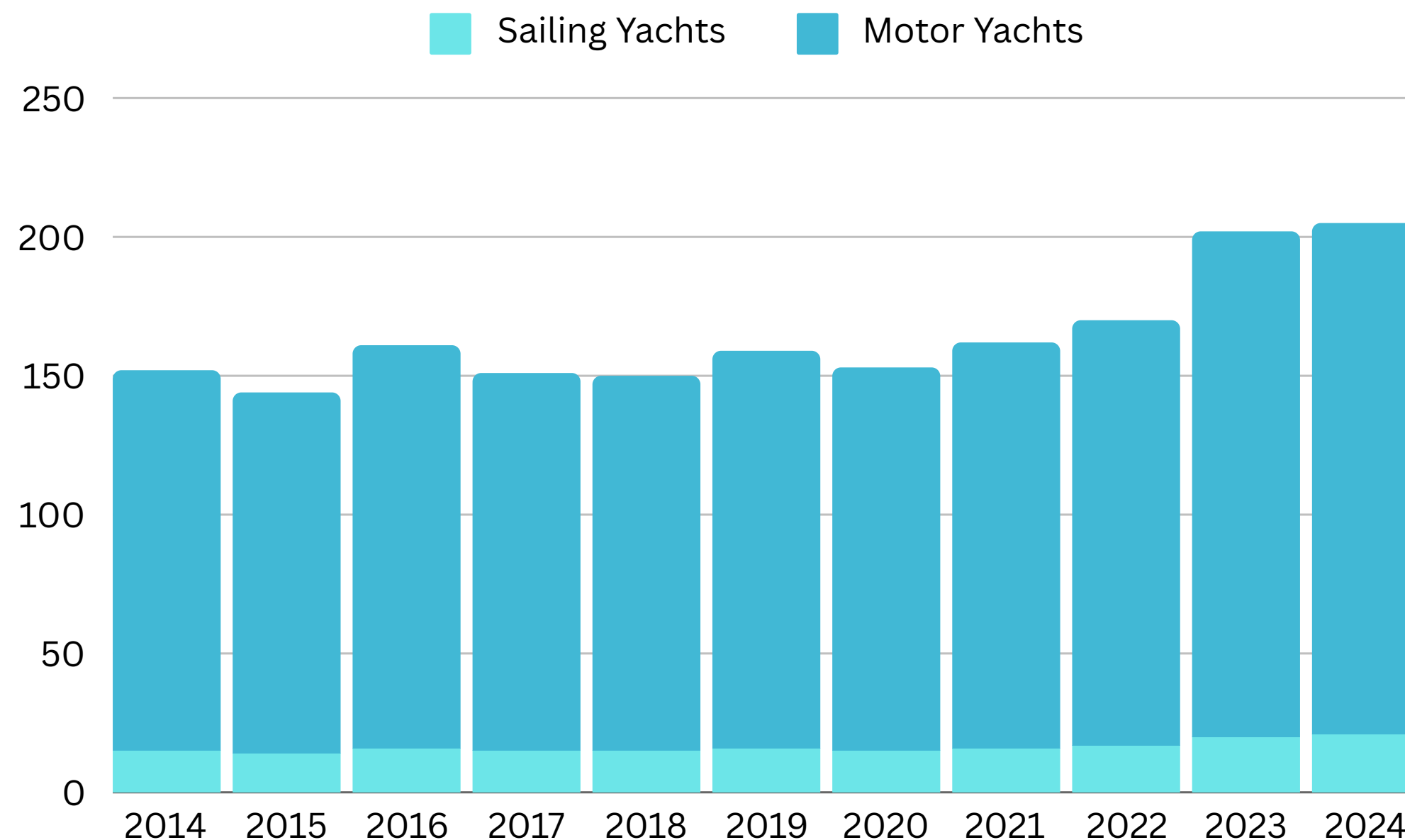
**OCEAN**  
I N D E P E N D E N C E

  
**K N I E R I M**  
YACHTBAU GMBH

**miltton**



# 25bn industry data



In 2024, the global superyacht order book continued at over 600 units. The market value stands at €25.3 billion, with 60 per cent generated by yachts over 60 metres. The demand for new orders is primarily driven by yachts between 35 and 45 metres.

# The Driver for Change

From the year 2021 all yachts over 24m must comply with extremely tight MARPOL Annex VI emission limits set by the International Maritime Organization (IMO)

[www.velarca.com](http://www.velarca.com)



North American ECA, United States Caribbean Sea ECA, Baltic Sea ECA and North Sea ECA.



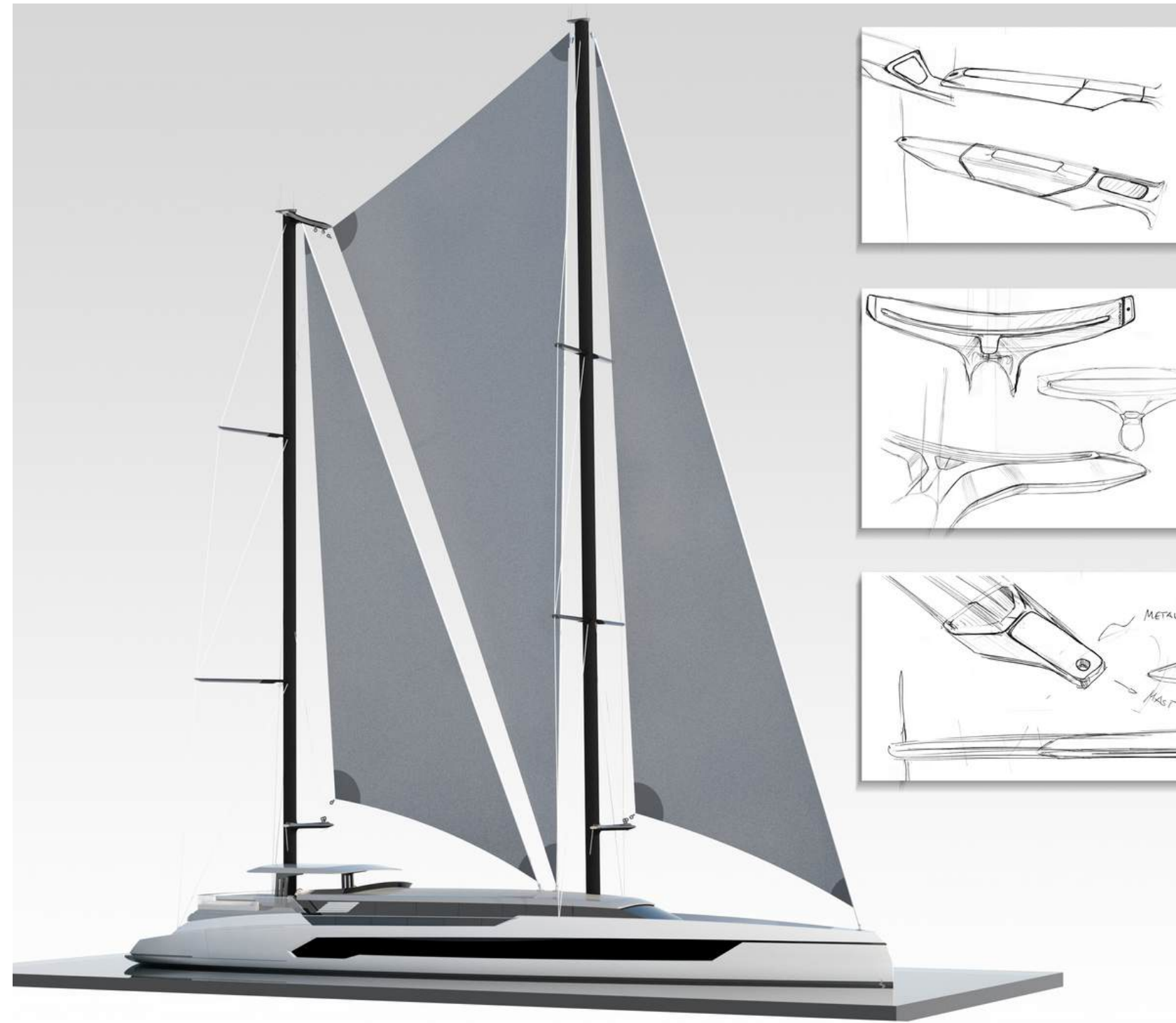
**All yachts over 24m must comply with the new MARPOL emission limits**



# The innovation

Low emissions without compromising  
on style and comfort.

[www.velarca.com](http://www.velarca.com)



With easy to use rig and the electrical propulsion systems, Velarca is able to deliver true operational sustainability right now



# Velarca 135

## Less polluting yachting

[www.velarca.com](http://www.velarca.com)



Velarca is designed to provide the yacht owners with a low emission luxurious yachting experience.

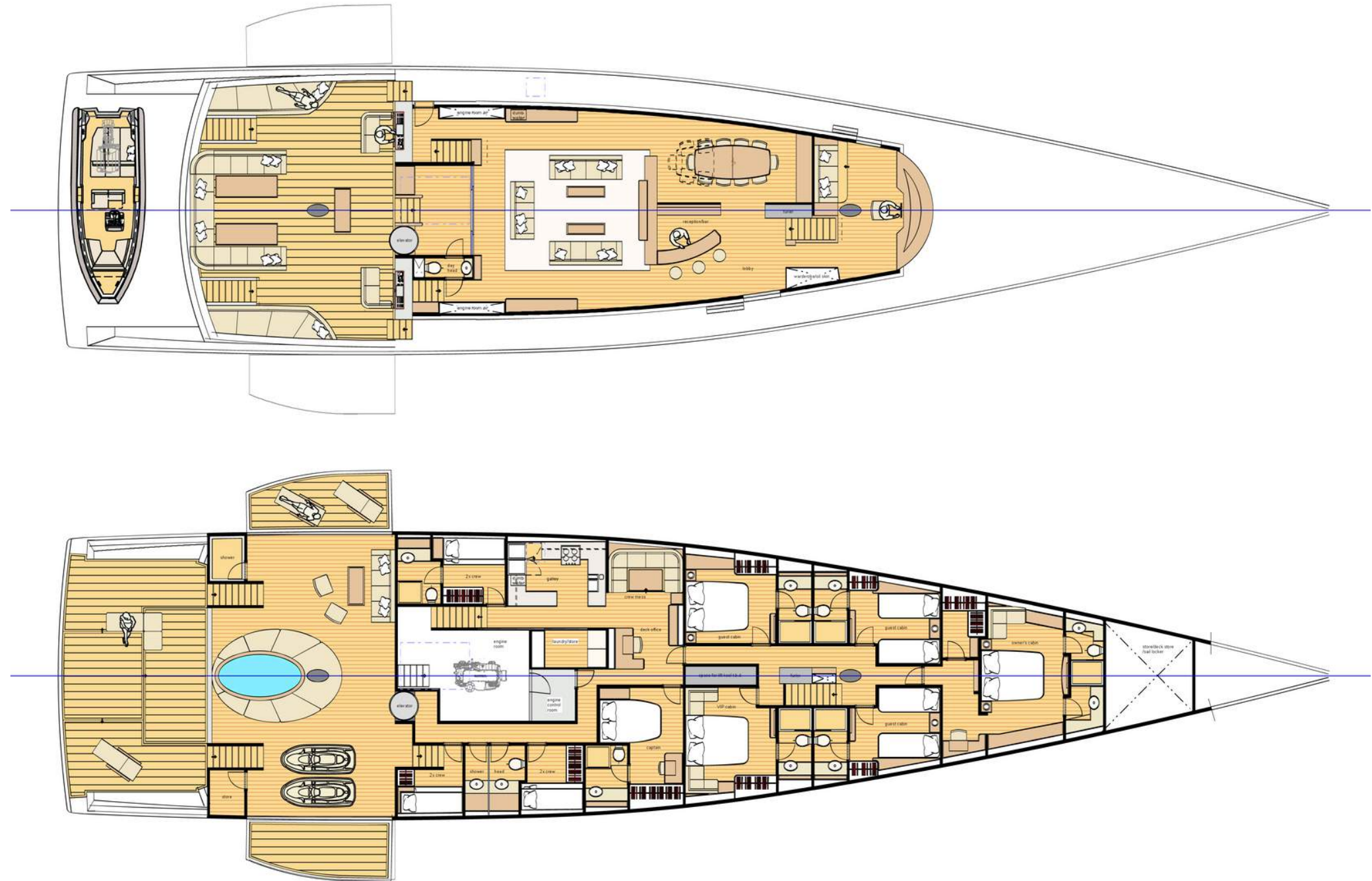
Velarca customers care about the climate change and well being of the oceans.



# Velarca 135

## General Lay-out

[www.velarca.com](http://www.velarca.com)



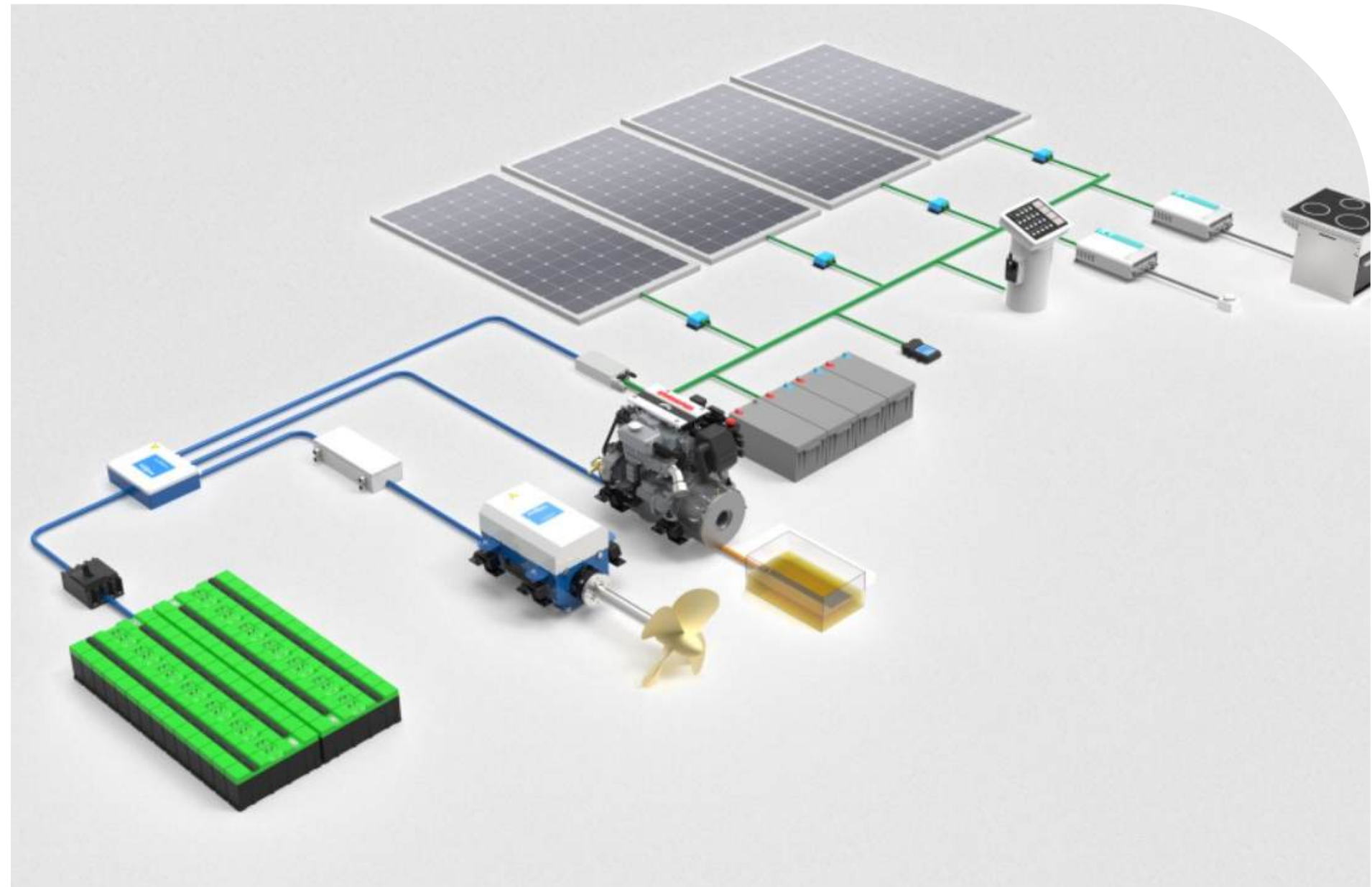
Velarca interior is designed to appeal to the motor yacht clientele featuring a spacious double-decker layout with a very large upper deck lounge.



# Velarca 135

## Electric propulsion

[www.velarca.com](http://www.velarca.com)



Batteries are charged by the mains electric supply and solar panels on roof. The full electric drive takes you to the sea emissions free where your journey can continue by sails.



# Velarca 135

## Style and Comfort

[www.velarca.com](http://www.velarca.com)



Velarca interior design is custom built and the stern of the yacht can be built to include either a very large lazarette with toys, beach club or even a spacious diving station.



# Timeline

A brief history of Isola Corvus Oy



## MARKET RESEARCH 2020

Conducted mainly with the Med charter companies, providing valuable information and the basis for our design brief



## FOUNDING THE COMPANY 2021

Our company was founded and the domain as well as the Velarca® trademark were registered.



## CHOOSING THE DESIGNER 2021

Out of several international design offices Isola Corvus signs a contract with beiderbeck design.



## LAUNCHING THE DESIGN 2022

Our design was launched in Jan 2022 by all four of our main media partners and many more.



## FIRST YEARS IN OPERATION 2022-24

During this time Isola Corvus became a very well known company in the industry but not yet among the greater public.



## FIVE YEAR PLAN 2025-2029

Isola Corvus completes a five year plan to scale up its business to 23 MEUR annual sales.



# Media Hits

YACHT NEWS

## 41m Velarca 135 Concept Revealed by Isola Corvus

January 26, 2022

Yacht Harbour > Yacht News > 41m Velarca 135 Concept Revealed by Isola Corvus

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AHOY CLUB



Book the best charter yachts around the world, at the best possible prices...


Design firm Isola Corvus together with [beiderbeck designs](#) introduces a new sailing concept, the 41m Velarca 135. She is designed to fill the missing spot in the yachting industry.

LATEST NEWS

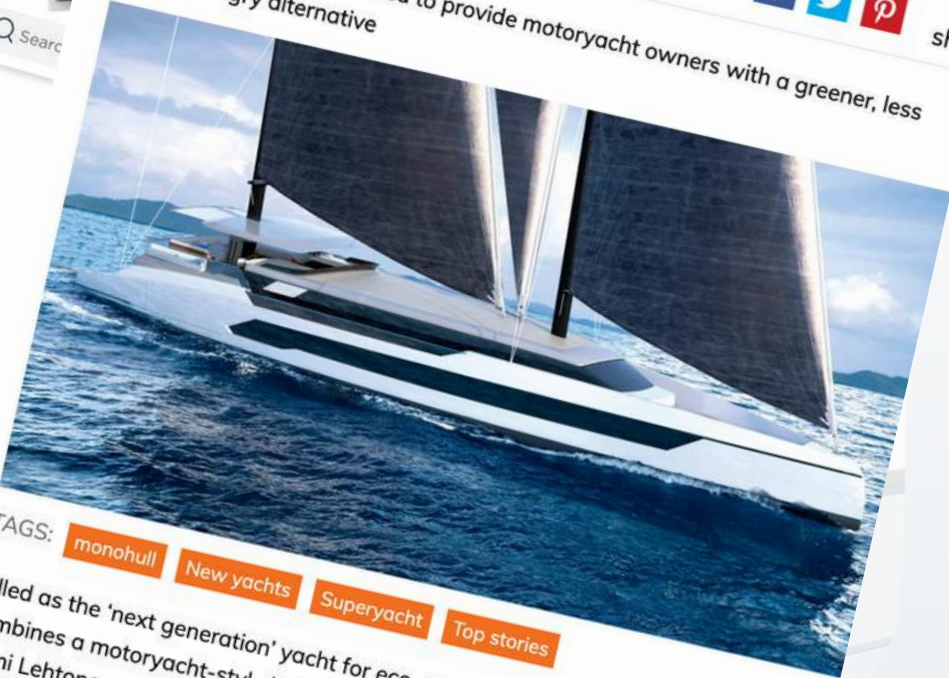


A Closer Look at Newest Benetti Oasis 34m  
January 27, 2022

## First look: Velarca 135 – eco-friendly superyacht

 **Toby Hodges**  
April 4, 2022

The Velarca 135 is designed to provide motoryacht owners with a greener, less power-hungry alternative



TAGS: [monohull](#) [New yachts](#) [Superyacht](#) [Top stories](#)

Billed as the 'next generation' yacht for eco-conscious cruisers, the Velarca 135 combines a motoryacht-style hull and superstructure with a rather original rig. Finnish Sami Lehtonen and Sanna-Kaisa Koivisto are the sailors behind the new Isola Corvus brand, whose concept has been brought to life by Beiderbeck.

Two carbon masts set three hydraulic [furling](#) jibs. But the middle one is rigged upside down, with the foot of the sail uppermost. More than anything, it resembles a model take on the billowing 'fisherman' sail deployed by traditional schooners in light wind.

And yet this is anything but a traditional boat. The sails will be in high performance laminate or membrane, their control lines hidden in conduits. The easy-to-handle rig reduces the need for crew on deck, so the eight-strong team can spend more time pampering the guests.

A diesel-electric hybrid propulsion system will be capable of regenerating power under sail, slashing emissions in the process.




SUPERYACHT TIMES

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Home > News > Unveiling the 41m sailing yacht Velarca 135 concept

## Unveiling the 41m sailing yacht Velarca 135 concept

Written by **Francesca Webster**  
25 January 2022



The State of Yachting 2021

Q Search

design firm [Isola Corvus](#) has teamed up with German [Beiderbeck Designs](#) to unveil the 41-metre concept sailing yacht focused on the significant reduction of emissions.



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SEARCH



## Velarca 135: Beiderbeck reveals 41m sailing yacht concept in collaboration with Isola Corvus

19 January 2022 • Written by Tom McGhie

German studio [Beiderbeck Designs](#) has teamed up with Finnish yachting company Isola Corvus to reveal a 41 metre sailing yacht concept named Velarca 135.

The carbon-fibre concept is aimed at motor yacht owners with amenities, such as a beach club, large swim platform and a voluminous interior, more commonly associated with motor yachts.

MORE STORIES

Horizon Yachts sells fifth hull in FD110 series


STURGE & TOTH reveals Gladius superyacht range with Y.CO

January 19, 2022

## Beiderbeck reveals 41m sailing yacht concept in collaboration with Isola Corvus

Article by: **Hannah Rankine**

German studio [Beiderbeck Designs](#) has teamed up with Finnish yachting company Isola Corvus to reveal a 41-metre (134-foot) sailing yacht concept named Velarca 135.





# VELARCA - BUSINESS CASE



**Low investment,  
high returns**

[www.velarca.com](http://www.velarca.com)

# **The Business Model is based on licensing**

- 1. The company owns;**
  - a. All design material to the Velarca yachts**
  - b. the EUIPO registered (word) trademark “Velarca” and the velarca.com domain**
- 2. Velarca Business Model;**
  - a. Is based on selling manufacturing licenses to well known and credible shipyards.**
  - b. The above enables Velarca to tap into multi million business with the required production capacity but without the normally associated financial risk.**
- 3. Operational costs;**
  - a. Costs remain low with no direct investments to the actual ship building project.**
  - b. This way the business can easily be scaled up to more or much larger yachts and even passenger ships.**



# Case example

## Wally



**At the time Wally yachts were introduced into the market they were radical, very fast sailing yachts designed specifically to appeal hard core sailors with racing background.**

**Since then the company has expanded to equally radical motor yachts and remained as the innovative leader in both segments.**

**Wally was sold to Ferretti Group for an estimated 83 Million EUR in 2019**



# Financial 2025- 2029

	2025	2026	2027	2028	2029
Units Sold	0	1	1	1+1*	1+1*
Revenue MEUR	0.4	50	50	200	350
Design Cost MEUR	-0.1	-1.0	-1.0	-5.0	-5.0
Marketing MEUR	-0.1	-0.3	-1.0	-2.0	-2.0
Fixed Cost MEUR	-0	-0.6	-0.9	-1.2	-1.5
EBIT MEUR	0.10	3.00	1.90	6.60	17.35
Profit	0.072	2.16	1.368	4.752	12.492
Value 5 Year Profits					20,8



**\* The estimate includes adding one ca. 240ft size ship into our selection.**

**Velarca is a brand owned by Isola Corvus Ltd**

**Isola Corvus will issue;**

- **20 of new shares**
- **Post-value 15,3% priced at 15.000€/share**
- **Total sum to be raised 300.000€.**
- **60.000€ already raised!**

**These 20 new shares will increase the total shares to a maximum of 130**

# The Investment

[www.velarca.com](http://www.velarca.com)



# Next Steps Forward

## **Publicity;**

- a. Velarca is a well known new innovation among the yachting professionals, yachting press and the trade shows.**
- b. Our focus is to strengthen, our position among the chosen customer segment.**
- c. Making sure Velarca becomes the synonym of green yachting and maritime responsibility among the target customer group.**

## **Interior Design;**

- a. Creating compelling interior design renderings to communicate the style, comfort and functionality of living aboard Velarca.**
- b. Using the means of virtual reality (VR) to illustrate the key features of Velarca interior.**



# Next Steps Forward

## Trade Shows

- a. Participating in five (5) key trade show with our own stand equipped with Velaca scaled model and a sufficient pre-marketing campaign.
- b. Trade shows; Dusseldorf 1/25, Cannes 9/25, Monaco 9/25, Florida 10/25, Amsterdam 11/25

## Securing the team

- a. Having the best possible people and partners including the design office, shipyard and media partners to facilitate a wide international campaign.



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OF LUXURY YACHTING  
AND PROTECT THE  
CLIMATE AND THE  
OCEANS**

