

# Lifestyle & Culture



## Riva appoints Von der Heyden Yachting as exclusive distributor for Malta

Von der Heyden Group's Yachting subsidiaries have represented World-leading Ferretti Group brands since its inception in Menorca two decades ago. This year marked the opening of Von der Heyden Yachting in Malta, making waves with luxury yacht charters around the Mediterranean. Just after its first season, Von der Heyden Yachting has been entrusted by the Ferretti Group and appointed the exclusive Riva distributor for the Maltese islands. *The Malta Independent on Sunday* talks to Malta's Riva representatives about the World's most storied nautical brand.

### Steering Italy's Iconic Yacht brand Riva to the Maltese Islands

**Sven von der Heyden, Chairman & Founder of Von der Heyden Group**

Our Group's Yachting arm has always been inspired by Ferretti's luxury superyachts and few boat companies have a reputation like the Riva brand. From the quintessential wooden Riva Aquarama to the Aquariva masterpiece or the 50m flagship, Riva's timeless line-up has forever been the epitome of the *la dolce vita* heyday culture.

Riva's unique Italian charm, heritage and prestige are synonymous with the island's own eternal Mediterranean identity, history and culture, making it a

perfect fit for Malta. With over 177 years of experience in yacht design and innovation, Riva is a company built on a foundation of trust, who are continually evolving new eras of design, where traditional craftsmanship meets cutting edge technology. Von der Heyden Group is proud to wear Riva's seal of quality in Malta, representing a beacon of excellence for luxury yachting.

### Making waves with Riva in Malta

**Emma Cassar, Sales & Marketing Division Manager**

As the exclusive Riva distributor for the Maltese Islands, Von der Heyden Yachting's approach is inspired by the refined detail of the brand, based on a wealth of experience in the field of luxury yachting.

Thanks to our dedicated team

of industry professionals, we are able to provide a combination of bespoke purchasing, selling, chartering and maintenance services specifically designed for Riva yacht owners providing exclusive and tailor-made services to each clients' individual yachting needs.

One of our specialities is in after-sales management and services, ranging from technical support in yacht and engine maintenance to guidance regarding registration, flagging, insurance and the benefits in optimizing a yacht's potential through charter management. Our team of experts offer a unique, confidential and interactive approach to the overall yachting experience.

Our vision is to solidify the presence of Riva on the island by immersing ourselves in the local boating community and creating

a culture of like-minded enthusiasts who share an appreciation for these legendary masterpieces.

### Riva: From Charters to Craftsmanship

**Dylan Steyn, Charter & Sales Division Manager**

With over 300 days of sunshine a year and an unbridled passion for the sea, there is no better place for Riva to moor than right here in the heart of the Mediterranean. A dream location steeped in history and culture, it is no wonder that Riva has deemed Malta an ideal location to anchor its brand.

Riva's exclusive, unique designs, clean lines and originality define a Riva today just as they did a hundred years ago. With

painstaking attention to the details of the build, every Riva yacht, from the 28ft (9m) to 164ft (50m) model, gets its own, inimitable character, personified in its name. Riva yachts shine out not only through their outstanding performance: they are also majestic beauties on the water, bearing the spirit of the master carpenter Pietro Riva.

At Von der Heyden Yachting, we appreciate that an investment as significant as owning a Riva yacht needs to be met with great attention to detail. There is no better way to accustom oneself to the different styles, performance capabilities and sizes of the Riva fleet than by comparing the experiences each of our yachts for charter have to offer.

Craftsmanship, unparalleled elegance and innovative yet traditional design have always been Riva's mark across the industry – and more so now than ever. Malta being Riva's latest central destination and most idyllic location to own and base a yacht allows its community to experience first-hand the excellence of this legendary and iconic yachting brand.

Contact Von der Heyden Yachting for more information and join the Riva community right here in Malta  
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Riva 90' Argon (Flybridge)



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