

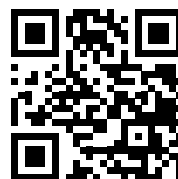
Right: architect and designer Mike Fisher at his Kensington home



Left: Fisher created a garden on the top storey of his London home with a roll-back roof



Above: the Wealth Partnership's Andrew Phillips



Point your iPhone's camera at the QR code to view the full interview.

In conversation with Mike Fisher, the creative director of Studio Indigo

The Wealth Partnership's Andrew Phillips and Amanda Craig pride themselves on creating long-lasting relationships with ultra-high-net-worth clients. The duo has worked with Mike Fisher, creative director of Studio Indigo, for nearly two decades, supporting and advising him on his property portfolio as his interiors and architecture business expanded and diversified into superyacht design. Andrew caught up with Mike at his home in Kensington's South Edwardes Square to hear the latest about his property projects, the exponential growth of Studio Indigo and the superyacht industry...

The Wealth Partnership's first engagement with you was in 2005, for a property on Upper Phillimore Gardens in Kensington. How significant was that project?

The house on Upper Phillimore was a beast. It had a horrible extension, a gold lift and a basement that leaked like a sieve. I remember sitting in a box at the Royal Opera House quite soon after we purchased it and suddenly having a panic attack about what we had done. The challenges were considerable, especially as basements in London at that time were rare. In the end, though, it was extraordinary and we changed people's perceptions of the entire street. We showed with good design what those houses could be and they are now extremely valuable.

Since you purchased Upper Phillimore Gardens, Studio Indigo has grown beyond recognition. Was this always your vision?

My vision was to have a nice quiet life with a maximum of five people in the office. Now we are 50 people-plus, made up of

37 nationalities. We were presented with so many interesting challenges, both in terms of properties and clients, that we just couldn't really say no. I have an enormous sense of pride for the team, the projects we have worked on and what we have achieved with so many different clients.

I tell clients that if James Bond was to own a home in London, this house on South Edwardes Square would be it. Would you say it is one of your greatest achievements?

This house had many challenges – it was formerly six artists' studios overlooking a Georgian Square, without a garden – but I like challenges because they force you to be innovative. Your advice when we bought it was that it could be a great house but that it would require some unusual solutions, and you were right. In the end we created a garden on the top level with a roof that rolls back. I have subsequently found out this feature is relatively typical on yachts but not on houses in central London. It was a journey and because it is my own home we could experiment a little bit more.

How did you first get involved with designing superyachts?

There is a massive crossover between our land and sea-based work. Sometimes we design a client's house and then we move on to work on the office and their boat or plane. Other times it starts off with a boat and then we might be asked to work on their land-based projects. It's about building up personal relationships and

listening to the client. Our first yacht was a refit on a Mangusta for an amazing Australian client whose house we had developed. My partner and I were actually invited for a trip on board the yacht and it made us realise how much we missed being on the water. We have had three or four boats of our own since then.

How pleased were you to see 36-metre Brigadoon win a World Superyacht Award in May?

It's our second major superyacht and our second award. I am just enormously thrilled for the team in our office and for the team who created the boat. It was the first yacht of the semi-custom Martinique line by Moonen Yachts and much of the interior was created by Nauta Design, who had done an incredible job. Studio Indigo came in at the end and put the icing on the cake.

Despite Brexit the Wealth Partnership is still seeing a substantial amount of property on the move in the super-prime markets. What is next for Studio Indigo?

We need to survive Brexit, but at the moment our workload is increasing. We are pretty busy but we would love to conquer America – with your help, of course. We are already beginning to work in New York, and that's exciting and different, but it would be great to branch further into Los Angeles.



For any further information about anything from this property special, visit wealthpartnership-hamptons.co.uk or email wealthpartnership@hamptons-int.com. Alternatively call global director Andrew Phillips on +44 (0)7770 803312, or director Amanda Craig on +44 (0)7810 153617