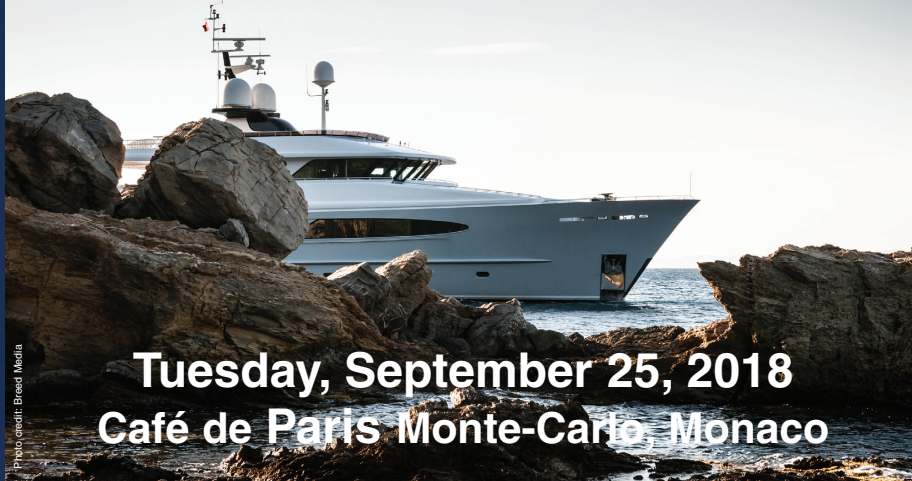


# 11th Annual Superyacht Finance Forum



**Tuesday, September 25, 2018**  
**Café de Paris Monte-Carlo, Monaco**

Make the most of your Monaco Yacht Show experience with an extra day of networking, business development and market intelligence. We hope to see you at our 11th Annual Superyacht Finance Forum that will take place the day before MYS opens, Tuesday, September 25th. We will be at the Café de Paris in Monte-Carlo.

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present the

11th Annual

# Superyacht Finance Forum

Tuesday, September 25, 2018

Café de Paris Monte-Carlo, Monaco

**8:30 Registration Opens and Welcome Coffee**

**9:30 Chairman's Opening Remarks**

Hugo Modderman, Managing Director, Dolfinance

**9:40 The Vision for the Superyacht Brokerage Industry**

Paolo Casani, CEO, Camper & Nicholsons International

**10:00 The State & Future of the Superyacht Market**

From the perspective of a leading ship builder, the Newbuild market for superyachts worldwide

Booking situation, trends, price, challenges and innovation

Giovanni Bizzarri, Director of Basic and Functional Design, Benetti

**10:20 New Intelligence Report on the Brokerage Industry**

Sale & Purchase and New Order Scorecard

Martin Redmayne, Chairman of The Superyacht Group, Industry Observer & Commentator

**Commentary and Q&A on the morning presentations**

Moderator: Roberto Giorgi, Executive Chairman, Fraser Yachts

**11:00 Morning Coffee Break – Graciously sponsored by**



### 11:30 Superyachts – Destination Bermuda

#### Bermuda's Development of a Superyacht Industry

Francis C. Richardson, Chief Executive Officer, Bermuda Shipping & Maritime Authority

### 11:50 When owners default – The Indian Empress and other considerations

Ann Fenech, Managing Partner, Fenech & Fenech

### 12:30 Lunch – Graciously sponsored by



## Hot Topics in the Superyacht World

### 2:00 Media & Security Threats: How to handle the media in the face of environmental, media and security threats?

Should yacht managers be media prepared?

How prepared is the average yacht captain & crew to deal with the public fall-out of a major incident or crisis?

Are owners confident in their ability to keep control of a story?

Mark Clark, MTI Network

### 2:20 Keeping the Oceans and Water Clean

Helga Piaget, Founder, Passion Seas Organization

### 2:40 French ENIM and Social Security for French nationals or French resident yacht crew on non-EU yachts

Jean-Phillippe Maslin, Lawyer, Ince & Co

### 3:00 Legal, Tax, and Regulatory Review

Leasing Schemes

VAT Exemptions for Commercial Yachts

VAT Rules in Yacht Construction Contracts

Ezio Vannuci, Partner, Moores Rowland

Adrian Jones, Tax Director, Martyn Fiddler Aviation

Dr. Anthony Galea, Managing Director, Vistra Marine & Aviation Limited

Moderator: Aymeric de Tapol, Partner, Ince & Co



### 3:30 Afternoon Coffee Break

### 3:50 Valuing Superyachts & Big Data: 12 Months In Review

What's happened to values over the past 12 months?

What trends can we identify using big data?

Feedback received and what we have learned?

What's next?

Sam Tucker, Head of Superyachts, VesselsValue

### 4:10 Trends in Superyacht Finance

How can we make the sector more stable and a place where healthy returns be achieved?

Is there a way to apply the Japanese Leasing model to yachting?

Similarities and differences between yacht and jet finance – what can we learn from other sectors?

Leon Batchelor, Managing Director, Arc & Co

James Crew, Marine Sales Director, Close Brothers

Michel Buffat, Deputy Head Aviation & Yacht Finance, Credit Suisse AG

Anthony Buneta, Head of Mega-yacht and Business Jet Financing, Société Générale Private Banking (Monaco)

Olivier Blanchet, Head of Jet and Yacht Finance, BNP Paribas

Moderator: Georg Lehmann, Partner, Ince & Co

### Closing Remarks

Hugo Modderman, Managing Director, Dolfinance

### Cocktail Reception to Follow Graciously sponsored by



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**11TH ANNUAL SUPERYACHT FINANCE FORUM**  
September 25, 2018 – Café de Paris Monte-Carlo, Monaco  
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