



Photo credit: Ed Wright

12th Annual Superyacht Finance Forum

Tuesday, September 24th 2019
Café de Paris Monte-Carlo, Monaco

MARINE MONEY

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Tuesday, September 24, 2019 – 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 Superyachts - The Next Generation

What do we as an industry need to do to attract, engage and inspire the thousands of potential clients who don't understand superyachts or are afraid to ask more? Can we build a new market proposition and change the perception of yachting to a smarter and more future thinking type of yachting, ownership model or use?

Martin Redmayne, Chairman & Editor In Chief, The Superyacht Group

10:00 Is It Better To Buy Or Charter A Superyacht?

Jonathan Beckett, Group Chief Executive, Burgess

10:20 Evolution of the Superyacht Brokerage Industry

How technology, new (outside) investors, market consolidation and new competency hunts have shaped the industry in the past year and considerations about what is coming for the brokerage market.

Jenny Skoog, CFO, Camper & Nicholsons International

10:40 The View of a Shipping Man After 5 Years in the Yachting Industry

Roberto Giorgi, Chairman, Fraser Yachts

Networking Coffee Break – Graciously sponsored by



11:50 Legal, Tax, and Regulatory Review

Ken Griggs, Director, Dominion Marine SARL

Sara Ammannati, Operations Manager, SOS Yachting

Thibault Fava, Operations Manager, YMCA Yachting

Moderator: Nic Arnold, Director, International Private Clients, PwC

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**2:00 Ultra High Net Wealth Perspective
How Wealth Is Growing in Key Markets?**

Dr. Martin Mende, Partner and Director, Boston Consulting Group

**2:20 Destination Bermuda: Bermuda as a yacht destination,
Bermuda as a yacht registry**

Hon. Zane DeSilva, Minister of Tourism and Transport, Bermuda
Nicholas Sansom, Chief Business Development Officer, Bermuda Shipping & Maritime Authority

2:50 Escrow in Yachting Transactions

Henning Schwarzkopf, Partner, Schwarzkopf Law
Bransom Bean, Of Counsel, Schwarzkopf Law

**3:10 Passion Sea Flag: A Symbol for Boats to Respect the Seas and Oceans
Customizing Yachts Through Art and Technology**

Helga Piaget, CEO, Passion Sea
Fiona Tan, Founder, Fiona Life

3:30 Afternoon Networking Coffee Break – Graciously sponsored by *HFV*

3:50 Buying or Building a Superyacht in Italy?

Key Contractual Considerations to Minimize Risk
Gianfranco Puopolo, Partner, PG Legal

4:10 Superyacht Finance

Anthony Buneta, Head of Mega-yacht and Business Jet Financing, Société Générale Private Banking (Monaco)
James Crew, Sales Director, Marine Finance, Close Brothers Aviation & Marine
Olivier Blanchet, Head of Jet and Yacht Finance, BNP Paribas
Moderator: Duncan Bateson, Partner, Ince

Closing Remarks

Hugo Modderman, Managing Director, Dolfinance

Cocktail Reception to Follow – Graciously sponsored by

