

Palm Beach Superyacht Finance Forum

Tuesday, March 22, 2022

West Palm Beach Marriott, FL, USA



In Cooperation With



Cocktail Reception Sponsor



Corporate Sponsors



Media Sponsor



Marine Conservation Partner



Challenges and Opportunities in a Prospering Market

8:30 Registration Opens

9:20 Welcome & Opening Remarks from Conference Chairman

Mike McCleery, Managing Director, Marine Money

Conference Chairman: Kevin Merrigan, Chairman, Northrop & Johnson

9:30 Setting the Stage: Superyacht Deliveries, Orderbook, Sales, Values & More

Establishing the numbers that define the superyacht market today and offering a foundation for assumptions about the market going forward.

Sam Tucker, Head of Superyachts, VesselsValue

9:55 Brokers Panel: Perspectives from the Front Line

Leading brokers share their impressions on the past year and look ahead.

- The charter, second-hand and new build markets
- Inventory, relationship with financing, crew
- Characteristics of new owners and charterers, sustainability

Cromwell Littlejohn, Chief Commercial Officer, Northrop & Johnson

Joe Killian, Founder & CEO, Killian Yacht & Ship Brokers

George Jousma, Chairman, The Italian Yacht Group

Moderator: Robert Allen, Partner, Robert Allen Law

10:25 Networking Coffee Break

10:55 What You Need to Know to Operate Successfully in Europe This Season

- Customs: transportation of U.S. built yachts
- Fiscal: charter non-EU yachts, VAT rates & reductions, what applies?
- Environment: seaweed regulation
- Social: Schengen Visa for crew
- Tenders & Chaseboats

Thierry Voisin, President, The European Committee for Professional Yachting

11:15 Insurance: What You Don't Know May Hurt You

- How to Keep the JOY in Yachting, even when talking about Insurance!
- Things to think about with the insurance and how to protect owners.
- Insurance considerations around superyacht tenders.

Laura Sherrod, Director, Yacht Insurance, Newcoast Insurance Services

11:30 Financing Panel:

Financiers reflect on an historically strong year in the superyacht market and identify key issues and opportunities in the year ahead.

- Defining the market: transaction volumes, deal sizes, key considerations and more
- Setting expectations: impacts of increased demand and first-time owners on speed to close
- Sustainability and increasing regulations on banks - Impact and opportunities re: pricing, availability, new versus older assets
- Inflation, construction finance, syndication market, crypto, role of finance brokers

Lisa Verbit, Director, Bank of America

Bob Toney, Chairman, Toney Capital Partners, LLC

Christina Kelley Wilson, Senior Private Banker, Senior Vice President, Wilmington Trust N.A.

Christopher Miller, Managing Partner, Shearwater Global Capital

Moderator: Robert Allen, Partner, Robert Allen Law

12:05 Buffet Luncheon

All Marine Money attendees are invited to the Luncheon which is part of the USSA Superyacht Summit and will feature the following panel discussion.

USSA Summit Panel Discussion “The Great Rethinking of the Superyacht Industry” featuring:

Sam Chavers, Senior Vice President, Suntex Marinas

Captain Charles Dugas-Standish, Lady JJ

Andrew Grant Super, Managing Director, Berkeley Rand

Daryl Wakefield, President, Westport Yachts

Michael Weiss, Superyacht Owner, Lady M

Moderator: Diane Byrne, Editor, Megayacht News

And more to come.... Full information on the USSA Superyacht Summit may be found here:

<https://www.ussuperyacht.com/registration/>

Following the USSA Summit panel - Superyacht Finance Forum Attendees will rejoin the Superyacht Finance Forum

2:40 The Safe Harbor Experience

Update on developments, plans in the larger vessel space, and more.

Tim Sargent, Chief Operating Officer - International Marinas, Safe Harbor Marinas

3:05 In Focus: 1:1 with Raphael Sauleau, CEO, Fraser

With over 70 years of experience offered by their yacht brokerage teams of over 190 people, speaking more than 25 different languages, with yacht brokers in 17 locations worldwide and specialists in over 50 key luxury yachting services covering every aspect of yacht ownership, yacht sales, yacht charter, yacht construction, yacht management and crew placement, Fraser is an industry leader with a 360-degree perspective on the market. Here we sit down with Fraser CEO Raphael Sauleau and discuss the market today and tomorrow.

Raphael Sauleau, CEO, Fraser

Interviewed by: Robb Maass, Alley, Maass, Rogers & Lindsay, P.A.

3:30 Break

4:00 Recent Findings on the UHNW Population

- Recent growth globally
- Generational wealth transfer over the next 10 years
- Leading interests, passions, and hobbies of this top tier of wealth

Matthew King, Senior Account Executive, Luxury, North America, Wealth-X

4:15 Builders Panel: Challenges and Opportunities in a Prospering Market

We are at an inflection point: part covid, part stock market, part supply chain and labor challenges, part inflation and part a drive toward sustainability. And while the impact of each specific driver is difficult to determine, the result has been the long-desired surge in new, first-time charterers and owners and a market that has grown and is prospering. And all this underscored by a demographic of those with the capacity to participate in the superyacht life increasing in the years to come. Given this moment, what are the key consideration of builders today and how will they leverage the opportunity of today's market?

Daryl Wakefield, President, Westport Yachts

Pat Healey, President & CEO, Viking Yacht Co.

Tim Hamilton, Director, Lürssen Americas

Chuck Cashman, Chief Revenue Officer, MarineMax

Moderator: Kevin Merrigan, Chairman, Northrop & Johnson

4:55 Closing Remarks followed by Cocktail Reception

Graciously sponsored by

