

# 15th Annual Superyacht Finance Forum

Tuesday, September 27th, 2022  
Le Meridien Beach Plaza, Monaco



Make the most of your Monaco Yacht Show (MYS) with an extra day of networking, business development and market intelligence. We hope to see you at our 15th Annual Superyacht Finance Forum that will take place the day before MYS opens, Tuesday, September 27th. We will be at Le Meridien Beach Plaza in Monte-Carlo.

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## 15th Annual Superyacht Finance Forum

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

**9:20 Chairman's Opening Remarks**

Hugo Modderman, Managing Director, Dolfinance

**9:30 Superyacht Market Overview and the Business Case for Data**

- An exploration of the market's core sectors considering the COVID recovery, the Russia/Ukraine crisis, and other key factors
- Developing the business case for superyacht data. How can information be made to work for UBOs, businesses and investors?

Rory Jackson, Head of Superyachts, VesselsValue

**9:50 The Drive toward Sustainability: Impacts, Opportunities & Resources for the Superyacht Industry**

The need to shift to a new paradigm can be felt in every industry. Markets are increasingly rewarding sustainability and punishing the opposite, from customers who demand it, to financial institutions using their capital to drive change. Critical to improve is the ability to assess and subsequently, having access to resources and best practices to support becoming more sustainable. Water Revolution Foundation embodies this effort for the superyacht industry and will share its mission and the tools and resources it is developing to drive change. The change needed for healthy oceans and a sustainable superyacht industry.

Vienna Eleuteri, Initiator and Vice-Chair, Water Revolution Foundation

**10:10 TBA**

Feadship, Speaker TBA

**10:30 Morning Networking Break – Graciously sponsored by** **Close Brothers**  
Aviation and Marine

**11:00 How Cryptocurrencies and Digital Assets Are Changing the Yachting Industry**

Richard A. Iamunno, Chief Executive Officer, AIC Digital Assets Group

José Marco Casellini, CEO, Monaco Marina Management

Andrew Grant Super, Managing Director, Berkeley Rand

**11:30 YachtingOne – Rethinking Yacht-Ownership**

A unique combination of tokenisation Co-Ownership in an innovative new time-sharing model for luxury yachting.

Georg Oehme, CEO / Co-Founder, YachtingOne

### 11:45 The Finance Market

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

Lisa H. Verbit, Director, Bank of America, N.A.

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

James Crew, Sales Director, Marine Finance, Close Brothers Aviation & Marine

Jonathan Henley, Partner, Lending Solutions, B Capital Services (Malta)

Moderator: Chris Anderson, Partner, Robert Allen Law

### 12:30 Lunch – Graciously sponsored by



### 2:00 Buying or Building a Superyacht in Italy

Gianfranco Puopolo, Founder, PG Legal

### 2:20 The Next 30 Years

- A Crystal Ball Superyacht Session
- What Could and Should Happen in the Future?

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

### 2:40 Bermuda as a Yacht Destination and Yacht Registry

Francis Richardson, Chief Executive, Bermuda Shipping and Maritime Authority

Jill Dill, Experience Manager, Bermuda Tourism Authority



### 3:00 VAT on the Sale of Berths, Rental of Berths, Payment to Owners of Rented Berths

- EU law perspective
- Other jurisdictions

Matthew Zampa, Partner/VAT Specialist, Zampa Debattista

Anthony Galea, Managing Director, Vistra Marine & Aviation Limited

### 3:20 Afternoon Networking Coffee Break

### 3:50 Legal/VAT Panel

- Changes and Updates in Fiscal Rules
- EU Regulations & Directives

Carla Bellieni, Partner, Studio Piana Illuzzi Queirolo Trabattoni

Miguel Ángel Serra, Founding Partner, LegalLey

Thierry Voisin, President, The European Committee for Professional Yachting (ECPY)

Moderator: Anthony Galea, Managing Director, Vistra Marine & Aviation Limited

### 4:30 The Year in Review

- Market Trends / Sales and Charter
- Future Outlook
- Human Resource Challenges for Office Personnel in Our Industry and Onboard Yachts
- War Sanctions and Restrictions

Raphael Sauleau, CEO, Fraser

Interviewed by: Bob Allen, Partner, Robert Allen Law

### Cocktail Reception to Follow – Graciously sponsored by

