

# 16th Annual Superyacht Finance Forum

Tuesday, September 26th, 2023  
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 16th Annual Superyacht Finance Forum that will take place the day before MYS opens, Tuesday, September 26th. We will be at Le Meridien Beach Plaza in Monte-Carlo.

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## 16th Annual Superyacht Finance Forum

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

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

Hugo Modderman, Managing Director, Dolfinance

**9:40 The Transformation of the Superyacht Brokerage Industry**

With the world constantly evolving so does the superyacht brokerage industry. What's the latest trends in the market and what's needed to stay competitive in it? What does companies like Camper & Nicholsons International do to adapt and reinvent themselves in order to stay ahead of the game and tempt to anticipate what the future holds?

Jenny Skoog, Group CFO, Camper & Nicholsons

**10:00 The Super Yachting Regenerative Revolution**

Ocean Assist Program

Ocean Positive Finance: Bridging the Gap between Finance and the Ocean

The State of Finance for Blue Carbon and the Super Yachting Regenerative Path Forward

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

**10:20 Yacht Insurance – Pricing Pressures, Reduction of Coverages, Increasing Special Deductibles**

Thomas Gresh, Senior Vice President, Marsh McLennan

Jill Arnold Bull, President, Lockton Insurance's Private Risk Solutions Group

Moderator: Nick Zeher, Managing Partner (Palm Beach Office), Robert Allen Law

**10:50 Morning Coffee Break Graciously Sponsored by**  **Close Brothers**  
Aviation and Marine

**11:20 EU Returned Goods Relief – Charting the End of Discrimination Against Non-EU Flagged Yachts**

Returned Goods Relief (RGR) allows yachts which are tax cleared, regardless of their flag, to leave and return to the EU with minimal formality. They are declared by the "sole act of crossing the frontier" of the EU, and this saves them considerable time and costs. VAT experts discuss what to do when leaving and returning to the EU seasonally, clarify how the law has now changed to remove previous discrimination against non-EU flagged yachts, and provide official guidance on how to benefit safely from RGR.

Carla Bellieni, Partner, Studio Piana Illuzzi Queirolo Trabattoni

Miguel Ángel Serra, Founding Partner, LegalLey

Christopher Pousse, Associate, H&V Yachting

Moderator: Ayuk Ntuiabane, Managing Partner, Y & A Group, LP



## 12:00 The Finance Market

How are rising interest rates effecting borrowing demand

Lenders' appetite for yacht finance

Where are we seeing growth / decline in markets

What is Q3/4 looking like as we move on to the new 2024 season

Differences between U.S. and European lenders in this current economic climate

Challenges lenders face in dealing with Yacht Builders

Challenges lenders face in dealing with Yacht Owners/Buyers

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

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

Scott Walter, Chief Operating Officer, Shore Premier Finance

Jon Henley, Managing Director, Atlantic Capital Advisory Limited

Moderator: Umberto Bonavita, Managing Partner (Miami Office) and President, Robert Allen Law

## Lunch

### 2:15 The Billionaire's Playground: A Look into the Worldwide Economy, the Billionaires and Superyacht Market

Erik Floor, Industry Expert

### 3:00 New Marinas – Infrastructure Capital Opportunity

World review of new marina development activity

Demand far exceeds supply

What are we going to do about it?

Ra'anan Ben-Zur, Developer, Habacoa

### 3:20 Afternoon Coffee Break

### 4:00 The Brave New Superyacht World

It is time to think differently and get ready for the future....2030 and beyond.

People, Planet, Process, Purpose, Performance, Perception, Protests and Profit

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

### Chairman's Closing Remarks

Hugo Modderman, Managing Director, Dolfinance

### Cocktail Reception to Follow – Graciously sponsored by

