

# 17th Annual Superyacht Finance Forum

Tuesday, September 24th, 2024  
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 17th Annual Superyacht Finance Forum that will take place the day before MYS opens, Tuesday, September 24th. We will be at Le Meridien Beach Plaza in Monte-Carlo.

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# 17th Annual Superyacht Finance Forum

## 8:30 Conference Registration Opens

Welcome coffee and light refreshments

## 9:30 Welcome

Partner Sponsor, Bob Allen, Founding Partner, Robert Allen Law

## Chairman's Opening Remarks

Kevin Merrigan, Chairman, Northrop & Johnson

## 9:40 Private Wealth Trends: Ultra-High-Net-Worth Migration and Passport Portfolios

- Introduction to Henley & Partners – The Global Leader in Residence and Citizenship by Investment
- Latest Trends and Developments in Private Wealth Migration from Henley's Centi-Millionaire Report
- Passport Portfolios for Ultra-High-Net-Worth Families

Stuart Wakeling, Managing Partner, Henley & Partners, UK

## 10:05 The Superyacht Market Update

Historical versus current Data on the Orderbook, Sales, Charter Market, Trends, Builders and Market Outlook

Gabrielle Lazaridis, Business Editor, Boat International

## 10:30 Superyacht Builders Discussion

Is our customer base changing? What are the implications of the scarcity of skilled labor and craftsmanship? Shipyards and the public markets, more or less? Are delays in production times still an issue?

Marco Valle, CEO, Azimut | Benetti Group

Michael Breman, Sales Director, Lürssen

Rob Luijendijk, Commercial Director, Damen Yachting

Simone Meletti, Managing Director, Ferretti Group of America

Moderator: Bob Allen, Founding Partner, Robert Allen Law



## 11:00 Break

### 11:30 The Superyacht Finance Market

A variety of capital providers to the sector discuss the opportunities and challenges in today's market and provide an update on their activities and offerings.

Steven Hawkins, Managing Director, JP Morgan Private Bank

Adina Suciu Bates, Head of Yacht Finance, Societe Generale Private Banking

Willem Steenkamer, CEO, St Julian's Maritime Finance Ltd.

Chandler Rierson, Managing Director, Bay Point Media

Zack Hamric, SuperYacht Financing Specialist, Azul Marine Lending LLC

Moderator: Adrian Karborani, Partner, Robert Allen Law

### 12:00 The Flag is the Fulcrum: Quantifying the Benefits of a Quality Yacht Program (QYP)

Critical inputs to a quality yacht program are choice of flag, class, management and onboard personnel. Getting these components right has a disproportionate impact on optimizing ownership in terms of saving both cost and time. The flag is the fulcrum of the QYP, delivering both direct benefits to owners, including advantages related to risk of Port State Control inspections, and indirect benefits, including positively impacting the quality of management and crew as well as other areas including insurance and financing. Here we will outline, and where possible quantify, these benefits in terms of cost, time and headaches.

Alexander von Stein, Yachting Advisor, IRI/The Marshall Islands Registry

Peter Southgate, Regional Director, Americas/Yacht Code Specialist, Cayman Registry

Graeme Lord, Director, Professional Yacht Crew

Moderator: Jo Assael, Yachts Commercial Director, IRI/The Marshall Islands Registry

## 12:30 Luncheon

### 2:00 Russian Seized Yacht Scorecard: Where Are they Now?

What has sold, what has gone to auction, what's left, who escaped, current trends.

Roberto "Bobby" Rodriguez Allen, Partner, Robert Allen Law



### 2:15 Impact of Brokerage Commission Lawsuit?

Bob Allen, Founding Partner, Robert Allen Law

### 2:25 KYC – Friend or Foe?

How can we deal with it in the future? How will it develop? How can we improve it?

Sanctions – What can be done and what cannot be done with Russian clients.

Anthony Galea, Founder, AG Advisory

James Jaffa, Managing Director, Jaffa & Co.

Alessandra Nenci, CFO, Fraser Yachts

Moderator: Kevin Merrigan, Chairman, Northrop & Johnson

### 2:45 War, Fire and Large Losses – What You Need to Know Now

- **Breach of War Risk Contracts and overcoming them** - Many yachts want to go to the new NEOM Marina in Saudi Arabia. Currently transiting the Suez Canal and into the Red Sea must be specifically negotiated with insurers.
- **Builder's Risk Market** - what is happening now to coverage for refits or new builds after several large fires (and several smaller ones too)?
- **How will the Yacht Market respond** to the large losses that have just occurred?

Sophie Nordlund, Claims Manager - Yacht Insurance Services, Newcoast

## 3:00 Break

### 3:30 The Future of Yachting

Chuck Cashman, Chief Revenue Officer, MarineMax, Inc.

Kristian Pascoli, Founder, Pascoli International

Richie Blake, Managing Director, Döhle Yachts

Dan Mundy, Head of Global Operations, Ocean Alexander

Moderator: Kevin Merrigan, Chairman, Northrop & Johnson

### 4:10 The Next Generation of Brokers Share Their Views and Experiences in the Market Today

Ed Cavendish, Yacht Broker, Northrop & Johnson

Sam Tucker, Sales Broker, Moravia Yachting

Eleanora Pitasso, Shipyard Relationship Coordinator & Sales Broker, Burgess

Fiona Maureso, Senior Charter Broker, Northrop & Johnson Europe

Sarah Futhazar, Group Head of Charter, Camper & Nicholsons

Moderator: Kevin Merrigan, Chairman of Northrop & Johnson

### 4:50 Chairman's Closing Remarks

Cocktail Reception to Follow – Graciously sponsored by

