

MARINE MONEY

19th Annual Marine Money Monaco Superyacht Forum

Tuesday, September 22, 2026

Le Meridien Beach Plaza, Monaco

Position of Strength

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8:30 Conference Registration Opens Welcome coffee and light refreshments

9:30 Welcome

Mike McCleery, Marine Money

Conference Chairman: Bob Allen, Founding Partner, Robert Allen Law

9:40 My Views on the Superyacht Market

Merijn de Waard, Founder & CEO, SuperYacht Times

10:05 The Refit Playbook: How to Plan, Manage and Deliver a Successful Refit

Refit is a booming industry. Driven by rising UHNWI wealth concentration, increased vessel age profiles, growing demand for sustainability upgrades and smart technology integration, the global superyacht refit market was valued at approximately \$6.8 billion in 2025 and is projected to reach \$12.4 billion by 2034. Increasingly complex and expensive, the refit process is often not approached as systematically as a newbuild, creating friction at times, financial or other concerns troubling owners. The panel will share the critical elements to a successful refit or rebuild – including building the right team, the planning process, key considerations and the future of the market including the rising number of yards in the EU and the potential impact of the Italian tax circular released on the 15th May 2026 that favors the refit of non-EU flagged vessels.

Rob Papworth, CEO, MB92

Ferdinando Pilli, General Manager, Lusben (Azimut|Benetti Group division specialising in refit and repair projects)

Gianfranco Puopolo, Avvocato/Founder, PG Legal

Pedro Paiva, Director, Feadship Refit & Services

Dean Smith, Director, Hampshire Marine

Moderator: Dr. Anthony Galea, Founder, AG Advisory

10:40 Networking Coffee Break graciously sponsored by **CAMPBELLS**

For more information about the forum, visit www.marinemoney.com

11:20 Code Compliance vs. Coverage: Does Following the Rules Actually Lower Your Risk?

Flag-state codes set the baseline for safety and crew welfare, but do underwriters actually price that compliance into premiums – or is it treated as a bare minimum with no commercial upside? This session brings together flag-state representatives, P&I and hull underwriters, and yacht managers to examine whether code compliance translates into measurable insurance benefits: lower premiums, broader coverage, faster claims handling, or none of the above. Panelists will discuss what insurers actually look for beyond the certificate, whether voluntary standards above the code minimum (enhanced crew training, proactive maintenance regimes, welfare programs) move the needle on terms, and what owners and managers should be asking their brokers before assuming compliance alone protects them financially as well as legally.

Ben Williams, Divisional Director, Ropner

Paul Cook, Chief Maritime Officer, North Shore Risk Limited

Greg Evans, Global Director, Safety and Compliance, Cayman Registry

Engel Jan De Boer, Yacht Segment Director, Lloyd's Register

Diego Ramirez, General Manager - Florida Office, IRI / The Marshall Islands Registry

Moderator: Peter Southgate, Regional Director Americas/Yacht Code Specialist, Maritime Authority of the Cayman Islands

11:55 Executive Update: Latest Developments in the Superyacht Auction Market

Robert Toney, Founder, National Liquidators / YachtAuctions.com

12:05 Today's Superyacht Finance Market

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

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

Zack Hamric, SuperYacht Financing Specialist, Azul Marine Lending LLC

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

Alain Dib, Co-Founder and CEO, Knuru Capital

Arjun Thampan, Managing Director, EnTrust Global

Moderator: Claudia Casalis, Partner, Robert Allen Law

12:35 Networking Lunch

2:05 Mercy Ships

Bryce Wagner, Mercy Ships Yachting Committee Chair, Mercy Ships

2:15 Smarter, Faster, Weaker? Cybersecurity in High Seas

Connected systems expand opportunity for on board and navigation experience, but also the attack surface. Regulators, insurers and builders need to change their perspective on where smart systems create risk. We will be discussing practical steps to manage cyber risk without slowing innovation.

Daniele Bottino, Manager, Regional Business Development, ABS

Elvio Romano, Insurance Services, V.Risk

Moderator: Ezio Dal Maso, Partner, Head of the Yachting Team, Stephenson Harwood

2:45 MIND THE (funding) GAP — Finally bridged?

Backed by RedBird Capital Partners, which manages \$14bn in assets, Reckoner Superyacht Finance is the first dedicated, scalable, asset-backed financing program in the superyacht market. The conversation looks at the gap left by traditional lenders, and how Reckoner fills it without requiring borrowers to keep assets under management with the lender.

John Stephens, Managing Director, Superyacht Finance, Reckoner Capital Management LLC

In conversation with: Roberto Rodriguez Allen, Partner, Robert Allen Law

3:00 Networking Coffee Break

3:25 Inside the UHNW Mindset: What Today's Wealthiest Families Are Thinking – and What It Means for Those Who Serve Them

Oliver Scharping, Senior Portfolio Manager | Wealth & Asset Management (Alternatives), Berenberg

3:45 Brokers Summit: "Young Guns, The Future is Now"

Brokerage activity is strong. The charter market appears to be on track for another good year with recent activity enabling a catch-up to last year's levels. Here we discuss where do we go from here and why with leading members of the next generation of brokers.

David Jakabovic, Sales & Charter Broker, Morley Yachts

David Ramljak, General Manager, Boatsters Black

Kevin Merrigan, Chairman, Northrop & Johnson

Moderator: Umberto Bonavita, Partner, Robert Allen Law

4:15 In Focus: Stassi Anastassov, Chief Executive Officer, Ferretti Group

In conversation with: Bob Allen, Founding Partner, Robert Allen Law

Ferretti Group is a world leader in the design, construction and sale of luxury yachts and pleasure vessels. The Group has a portfolio of prestigious, exclusive brands, such as Ferretti Yachts, Riva, Pershing, Itama, CRN, Custom Line and Wally. Ferretti Group owns and operates seven shipyards across Italy, combining efficient industrial production with quintessential Italian craftsmanship.

4:40 Closing Remarks

Cocktail Reception to Follow Graciously Sponsored By:

