

Trends in Superyacht Finance

MARINE MONEY - 11TH ANNUAL SUPERYACHT FINANCE FORUM



Availability of financing for yachts.

Construction financing even more difficult to obtain; and more challenging without any suitable refund guarantees of accepted banks?

Is there sufficient liquidity in the market? If not, why is that the case?

Application of JOLCO for yacht financing
applicable for assets worldwide as a further
source of financing in the yachting sector?

Financing with export guarantees for newbuilding,
e.g. *Hermes* cover?

Are credit committees too risk averse demanding personal/corporate guaranties to secure the loan instead of relying on the asset financed alone?

What could the Borrower do to deal with concerns of the Lender?

Would it be wise to finance assets which do not generate their own cash flow?

Standard or taylor made security packages.

Difficulties to assess the asset's values.

Regulatory: KYC and disclosure of ultimate beneficial owner.

Involvement of the manager in the yacht financing security documentation.

