

OPPORTUNITIES IN SUPERYACHTS

THURSDAY 10TH MARCH, 2016
INTERCONTINENTAL MALTA ST. JULIAN'S, MALTA
4TH ANNUAL CONFERENCE

CHAIRER BY:

Andrew Charlier, Partner, Global Head of Yachts & Superyachts, Ince & Co

KEYNOTE PRESENTATION:

Maltese Minister for Transport and Infrastructure, **HON. JOE MIZZI**

SPEAKERS INCLUDE:

SIMON TURNER, Camper & Nicholsons | **JOHN COOK**, Lesia Group
NEIL CARRINGTON, M.D., WD Resources | **OLIVER BLANCHET**, Team Head, BNP Paribas
MIGUEL ANGEL, Garrigues | **JANET XANTHOPOULOS**, Rosemont Yacht Services
FREDDY DESPLANQUES, Ince & Co | **CHRIS BORG**, Boston | **PIERRE BALZAN**, Melita Marine
KEN HICKLING, AkzoNobel | **IVAN SAMMUT**, Transport Malta | **HENNING SCHWARZKOPF**, Cheurum
Consulting Group | **ALISON VASSALLO**, Fenech & Fenech | **IAN MILLEN**, COO, Dryad Maritime
RICHIE BLAKE, Director, Döhle Yachts Technical Services Ltd | **ADAM WHITE**, SuperYacht Business
HARRY WINDSOR, Director of Rosemont Yacht Management

Now in its 4th year, Opportunities in Superyachts will once again bring industry leaders to Malta to discuss the key issues affecting their business.

For selected companies, there may be additional opportunities to participate as an exhibitor, sponsor or speaker.

To find out more, please contact us now: lorna@quaynote.ca

For any other enquiries contact Alison Singhal
Email: alison@quaynote.com Tel +44 (0)20 3560 8154

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OPPORTUNITIES IN SUPERYACHTS

THURSDAY 10TH MARCH, 2016 – MALTA

Focusing on finance, insurance, tax, corporate ownership, brokerage, chartering, marinas, regulation, safety and security, OPPORTUNITIES IN SUPERYACHTS, the 4th Annual Conference, will once again attract an international audience of yacht brokers, builders, marina operators, lawyers, corporate service providers, registries, tax advisors and accountants, associations, for what has become a global yearly forum.

With a full programme of cocktail parties, champagne roundtables and other networking opportunities, OPPORTUNITIES IN SUPERYACHTS, the 4th Annual Conference, provides an ideal platform for business development and networking amongst decision-makers in the Superyacht industry.

For selected companies, there may be additional opportunities to participate as an exhibitor, sponsor or speaker. To find out more, please contact us now: lorna@quaynote.ca

FOR ANY OTHER ENQUIRIES CONTACT
Alison Singhal Email: alison@quaynote.com Tel +44 (0)20 3560 8154

OPPORTUNITIES IN BUSINESS JETS

Wednesday 9th March 2015

Now in its 4th year, OPPORTUNITIES IN BUSINESS JETS will once again bring senior aviation executives to Malta to discuss key industry issues.

Focusing on legal and regulatory issues, registration, taxation and corporate structures, finance and leasing, insurance, safety and security, the conference has a strong emphasis on panel discussions as well as in-depth keynote presentations, giving delegates the opportunity to hear a wide range of opinions and to join the debate with panellists.

For the full agenda and registration details go to
www.quaynote.com/conference/opportunities-in-business-jets/



OPPORTUNITIES IN SUPERYACHTS

THURSDAY 10TH MARCH, 2016 – MALTA

AGENDA (subject to change)

- 08.00 Refreshments and registration
Conference chaired by:
ANDREW CHARLIER, Partner, Global Head of Yachts & Superyachts, Ince & Co

SESSION ONE: *Welcome to the conference*

- 09.00 Conference organizer's opening remarks
- 09.05 Conference Chairman's introduction to the conference
- 09.15 Keynote presentation
Maltese Minister for Transport and Infrastructure, **Hon. JOE MIZZI**
- 09.30 The state of the superyacht market: current and future
SIMON TURNER, Camper & Nicholsons
- 09.50 Questions and Discussion

SESSION ONE: *Employee solutions and regulation*

- 10.00 Continuing impact of Maritime Labour Convention as affecting yachts
JOHN COOK, ILO certified trainer of MLC inspectors, Lesia Group
- 10.20 Employee engagement and global employment solutions
NEIL CARRINGTON, M.D., WD Resources Malta
- 10.40 Questions and Discussion
- 11.00 Refreshments and Exhibition



OPPORTUNITIES IN SUPERYACHTS

THURSDAY 10TH MARCH, 2016 – MALTA

AGENDA (subject to change)

SESSION THREE: Finance and Tax

- 11.30 How are superyachts currently financed?
OLIVIER BLANCHET, Team Head, BNP Paribas Corporate & Institutional Banking
- 11.50 Dual use in EU waters and Yachts Engaged in Trade (YETs):
* New initiative involving dual usage, combining private and commercial use of yachts in France and Monaco
JANET XANTHOPOULOS, Legal Adviser, Yacht Ownership & Administration Dpt Manager, Rosemont Yacht Services
- 12.10 Questions
- 12.15 Panel Discussion: Tax and chartering
This session will take the form of an interactive debate between panellists and delegates, with the moderator and delegates sat "studio style" on sofa and chairs on the front stage. Topics include:
* Why do differences of fiscal treatments arise within the EU? issues like the Charter fees, VAT on fuel, on APA, and compatibility with EU regulations
* VAT and compliance
* Has chartering picked up again?
MIGUEL ÁNGEL SERRA GUASCH, Abogado – Economista, Lawyer – Economist, Garrigues
FREDDY DESPLANQUES, Ince & Co France SCP, Avocat associé/Partner
JANET XANTHOPOULOS, Legal Adviser, Yacht Ownership & Administration Dpt Manager, Rosemont Yacht Services
CHRIS BORG, Boston
- 13.00 Lunch



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SESSION FOUR: *Yards focus*

- 14.20 Trends in refit and repair
* Refits on larger yachts
PIERRE BALZAN, Melita Marine
- 14.30 Questions
- 14.35 Panel discussion: What is the future for yards?
* What is the future for newbuilds and refit & repairs?
* Who is still building?
* Refit versus newbuilds – what are the challenges/opportunities of each?
* Complexities of managing projects and expectations
* How far have we come in terms of professionalising this sector?
KEN HICKLING, Global Manager, Business Development (Yacht), AkzoNobel
RICHIE BLAKE, Director, Döhle Yachts Technical Services Ltd

SESSION FIVE: *Superyacht flagging, safety and security*

- 15.20 Superyacht flagging, safety and security
*What factors really govern the choice of a yacht registry?
*The future for flagging, safety and security
IVAN SAMMUT, Transport Malta, Registrar General of Shipping & Seamen,
Merchant Shipping Directorate
- 15.40 Where can Superyacht Masters get viable threat and risk analysis?
IAN MILLEN, COO, Dryad Maritime
- 16.25 Chair's Closing Remarks
- 16.30 Exhibition and Refreshments



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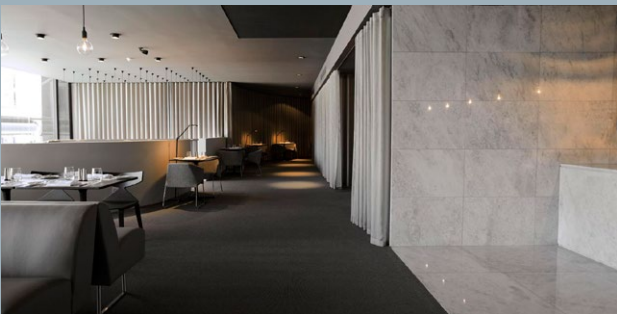
SESSION SIX: Champagne Roundtables

- 17.00 Roundtable discussions enable delegates to debate specialist topics of interest. Delegates choose the roundtable they join and each discussion is moderated by a speaker or industry leader. Roundtable topics include:
- * Yachting in China
HENNING SCHWARZKOPF, Cheurum Consulting Group
 - * Ownership structures
 - * Giving buyers value for money
 - * Obtaining Yacht Certificates of Competency
 - * The implications of not having the right employment structure
NEIL CARRINGTON, M.D., WD Resources Malta
 - * Supportive vs Punitive measures adopted by States towards superyacht ownership – which pays most at the end?
ALISON VASSALLO, Partner, Fenech & Fenech
 - * Planning and management of warranty works, maintenance and refit project
HARRY WINDSOR, Director of Rosemont Yacht Management
 - * Communication for the Superyacht Industry
ADAM WHITE, SuperYacht Business
- 17.50 End of conference proceedings
- 17.55 Cocktail Party



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INTERCONTINENTAL MALTA

Situated in the exclusive beachside resort of St Julian's, InterContinental Malta is just seven kilometres from Valletta, Malta's capital city, and within walking distance of some of the island's finest shopping and entertainment locations.

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www.ihg.com/intercontinental/hotels/gb/en/malta/malha/hoteldetail

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To receive the application form email alison@quaynote.com



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Complete all relevant sections of this form and either:

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Or register online at www.quaynote.com

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Additional requirements – please describe them here

Delegate fees

☐ Early Bird Rate Superyacht Conference: €195.00 – register by 10th February 2016

☐ Standard Rate Superyacht Conference : €250.00

Fees include 1 day access to the event, available conference papers, buffet lunch, refreshments and cocktail reception.

Conference papers

☐ I am unable to attend the conference please send me the conference papers via a weblink for £175

How to pay

☐ Invoice Please send an invoice to _____

☐ Cheque I enclose a cheque made payable to Quaynote Communications

☐ Credit card Please debit _____ from my AMEX/Eurocard/Delta/Mastercard/Switch/Visa

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