

8th Annual Superyacht Finance Forum

photo courtesy of David Media



September 22nd, 2015
Auditorium Rainier III, Monaco

September 23-26, the global superyacht community will gather in Monte Carlo for the Monaco Yacht Show. With 500 companies exhibiting, 120 super and megayachts in Port Hercules, and an average attendance of 34,000 participants, it is the world's premier superyacht event.

Marine Money's 8th Annual Superyacht Finance Forum is designed to leverage your MYS experience.

To be held on September 22, the day before the MYS opens, the Forum promotes networking with speakers and delegates from finance, law, yacht management, brokerage, and more. The developing agenda is dedicated to the superyacht finance and global yacht market and designed to keep participants abreast of the latest developments and critical issues in yachting.

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present the
**8th Annual
Superyacht Finance Forum**
September 22, 2015
Auditorium Rainier III, Monaco

8:30 Registration Opens with Welcome Coffee

9:25 Opening Remarks

Andrea Farrison, Marine Money

Hugo Modderman, Managing Director, Dolfinance

9:40 Morning Keynote Address: State of the Superyacht Industry

Roberto Giorgi, Executive Chairman, Fraser Yachts

10:00 Sale and Purchase and New Order Scorecard

The Last 12 months in the superyacht market

New orders, launches, deliveries, new on the market, price updates, sales

Notable Transactions

Boat International, TBA

10:20 Networking Break

11:20 Tax/VAT Update

The Need to Optimize Existing and New Yacht Ownership Structures

Recent VAT Changes Across the EU

Ayuk Ntuiabane, Partner, Equiom Yachting

11:40 Group Discussion With Audience Members

Moderator: David Reardon, Partner, Hill Dickinson Monaco SAM

12:00 Yachts Engaged in Trade (YETs): The Republic of the Marshall Islands (RMI) Registry's New Initiative Regarding Dual Usage, Combining Private and Commercial Use of Yachts in France and Monaco

Introduction and Overview

Advantages and Eligibility

Technical and Registration Requirements and Customs Formalities

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

Janet Xanthopoulos, Head of Yacht Ownership and Administration, Rosemont Yacht Services

Alexandre Trueba, General Manager, WES

Moderator: Patrick Bachofner, Director, Business Development, IRI/The Marshall Islands Registry

12:30 Luncheon – L'Horizon Top Deck, Fairmont Monte-Carlo

2:10 Financing Superyachts Today

Olivier Blanchet, Head of Yacht Finance, BNP Paribas

ING Luxembourg, Speaker TBA

Moderator: Panos Pourgourides, Partner, Hill Dickinson LLP

2:50 TBA

3:30 Views on the Future Market

Who is the next generation of yacht-buying clientele? Are they really coming from emerging markets?

How different are these buyers approaching the yacht-buying process?

How must the industry's approach change in return?

Glen Allen, Fleet Captain, Fleet Miami

Dean Smith, Managing Director, Royale Oceanic

Jeroen Sirag, Export Director, Holland Yachting Group

Moderator: Diane M. Byrne, Editor, MegayachtNews.com

4:10 Closing Remarks

Hugo Modderman, Managing Director, Dolfinance

Andrea Farrison, Marine Money

Cocktail Reception to Follow – Troparium, Auditorium Rainier III



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www.register-iri.com

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September 22, 2015 – Auditorium Rainier III, Monaco
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