

SUPERYACHT INVESTOR LONDON 2016

14th & 15th MARCH



Bob Atkinson
B Capital Partners



Leon Batchelor
Arc&Co.



Olivier Blanchet
BNP Paribas



Vasco Buonpensiere
Cantiere delle
Marche



Michel Buffat
Credit Suisse



Chrystelle Cavernes
Société Générale
Private Banking



Will Christie
Y.CO



Stefano de Vivo
Ferretti Group



Tony Ecuier
Redman Whiteley
Dixon



Roberto Giorgi
Fraser Yachts



James Lawson
Hill Dickinson



Fiona Maureso
Northrop & Johnson



Peter Melleff
BankServe



Olivier Milieux
OMYS Consulting



Geoff Moore
West Nautical



Farouk Nefzi
Feadship



Paul Newton
AXA Yachting
Solutions



Alan Randolph
C1 Bank



Guillaume Roché
Sunrise Yachts



Simon Rowland
Veritas International



Jay Tooker
Holman Fenwick
Willan



Fred van Beers
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Nigel Watson
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SUPERYACHT INVESTOR LONDON 2016

14th & 15th MARCH

DAY ONE - 14TH MARCH

08:00 Registration & refreshments

09:00 Welcome & opening remarks

Jay Tooker, Partner, Holman Fenwick Willan

09:10 The state of the market: the yard perspective

What is the secret of building yachts?
How can yards support pre-owned values?
What will tomorrow's buyers want?

Fred van Beers, CEO, Blohm+Voss

Vasco Buonpensiere, Co-Founder, Cantiere delle Marche

Farouk Nefzi, Brand Director, Feadship

Stefano de Vivo, Chief Commercial Officer, Ferretti Group

Guillaume Roché, CEO & Founder, Sunrise Yachts

09:55 The state of the market: The broker view

Are there any signs of yacht values hardening?
How can the industry attract new buyers?

Reasons to be optimistic

Roberto Giorgi, Chairman, Fraser Yachts

Senior representative, Cecil Wright & Partners

Will Christie, Y.CO

10:40 Morning coffee

11:25 There are only two certainties in the Med: Yachts and taxes

Updates on key jurisdictions: France, Malta, Monaco
Challenges to lease schemes

Does anyone care about harmonising taxes?

What to do when yachts are seized

Moderator: *Nic Arnold, Head of Luxury Asset Advisory, PwC*

Beatrice Favarel-Veidig, Avocat, Favarel & Associés

Christine Cassar Naudi, Senior Associate, Ganado

Advocates

Miguel Angel Serra Guasch, Principal Associate, Garrigues

12:30 Reducing transaction risks – lessons from the downturn

Managing counterparty risks – buyers versus yards

Whose deposit is it anyway?

Managing local law risks

Alistair Feeney, Partner, Holman Fenwick Willan

12:55 Lunch

14:15 Chartering yachts

Commercial versus private

Can you really make money chartering yachts?

Fiona Maureso, Charter Director, Northrop & Johnson

Geoff Moore, Managing Director, West Nautical

15:00 Mind the gaps – which customers are underserved by financiers?

Where are the financing shortages?

Do financiers lack imagination or have too much regulation?

What should borrowers do to get finance?

Bob Atkinson, Partner, B Capital Partners

Leon Batchelor, Managing Director - Marine & Aviation, Arc&Co.

Olivier Millieux, Founder & Managing Director, OMYS Consulting

15:45 Afternoon tea

16:30 Helicopters at sea

The state of the yacht market versus the VIP helicopter market

Why new EU regulations may hit existing operations

Moderator: *Nigel Watson, CEO, Luvair*

William Sturm, Executive Sales Director, Avpro

Captain Alain Viard, Pilot, Helicopt'ex

17:05 Navigating the Superyacht Ownership Lifecycle

What are ownership lifecycle, product lifecycle and asset lifecycle?

How does lifecycle discipline affect owners' long-term luxury experiences?

Total lifecycle value—balancing the emotional, intangible and tangible

Simon Cardiff, Strategy Consultant, Issues in Superyacht Ownership

17:55 Closing remarks

Alasdair Whyte, Editor & Co-founder, Superyacht Investor

18:00 Cocktails hosted by Investec



“It is clearly the best industry conference available in the world today. It gets better every year!”

Robert Schaeberle, CIT
at Corporate Jet Investor London 2015

SUPERYACHT INVESTOR LONDON 2016

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DAY TWO - 15TH MARCH

08:30 Breakfast refreshments

09:00 Opening remarks

Alasdair Whyte, Editor & Co-founder, Superyacht Investor

09:10 Crime and security at sea

Where should owners have sleepless nights?
Rules regarding guns on yachts
What criminal activity should owners and financiers worry about?
How can financiers protect themselves?
New hot spots you should be aware of
ISIS – do they pose a threat to yachting?
Drones – what to expect? What can be done?
Simon Rowland, CEO & Co-founder, Veritas International
Andy Young, Managing Director, SPS
Richard Webb, Managing Director, MarineGuard
Toby Ecuyer, Creative Director, Redman Whiteley Dixon

09:45 Perils of the sea - yacht insurance 2016

Which way for rates?
Are owners over-insuring yachts?
Should owners and financiers worry about the Galatea Case?
Will the Insurance Act of 2016 better protect owners?
Ben Lind, Senior Yacht Underwriter, AIG
Peter Mellett, Managing Director, BankServe
Paul Newton, Head of Marine Hull Underwriting, AXA Yachting Solutions
Simon Ballard, Founder, CRS Yachts

10:25 Morning coffee

11:10 Case studies: Planting your flag

A panel of registries respond to specific client scenarios posed by Superyacht Investor and our audience to discuss the best solution for a client's needs.

12:15 Where are we in the superyacht cycle?

How can the industry attract new owners?
Was the credit crunch similar to the 1920s change in culture?

13:00 Lunch

14:20 Yacht finance 2016

Private banking: The only game in town?
Asset-based lenders: managing real asset risk
Does the asset matter at all to private banks? How can credit committees understand bespoke deals and assets?
Can new asset financiers compete with private banks?
How yachts fare under Basel III and other regulations
Exit strategies for lenders
Ways to minimise risk after deals have closed
Moderator: *Elinor Dautlich, Partner, Holman Fenwick Willan*
Olivier Blanchet, Head of Yacht & Shipping Finance Services, BNP Paribas
Alan Randolph, Chief Lending Officer, C1 Bank
Robert Schaeberle, Vice President – Sales, Europe & Russia, CIT
Michel Buffat, Head of Aviation & Yacht Finance Client Relations, Credit Suisse
Jeremy Dean, Head of Shipping & Marine Finance, Investec
Chrystelle Cavernes, Head of Mega Yacht & Business Jet Financing, Société Générale Private Banking

15:10 Managing sanctions

Which countries raise red flags?
Are certain countries set to open up?

15:35 The future of the superyacht industry

How big will the market be in 2030?
Will the UHNWIs want yachts?
Are there too many yards?
Will the BRICS come back?
Where will new buyers come from and who will they be?
What will the yacht of the future look like?
Can transactions be simplified?
How should the yacht industry target new buyers?
Karin Paggi, Head of Sales, Custom Line
James Lawson, Partner, Hill Dickinson
Jimmy Carroll, Head of Marketing, Winch Design
Senior Representatives, Wealth-X, Y.CO and others

16:35 Closing remarks

Alasdair Whyte, Editor & Co-founder, Superyacht Investor

16:45 Prohibition Afternoon Tea

17:30 End of conference

“A very professional and well attended event!”

Marie-Laure Denier-Gassier, BNP Paribas
at Corporate Jet Investor Asia 2015

ABOUT THE EVENT



As soon as the sessions start at Superyacht Investor you will know you are at a very different event.

With interactive voting, tough moderation and debates the event will examine the yacht industry from every angle and look at new opportunities for anyone involved in transactions.

Senior dealmakers from around the world - a unique mix of financiers, shipyards, brokers, lawyers, consultants, tax specialists and others involved in yacht transactions – have already signed up.

On March 14 and 15 the people leading the superyacht market will be in London. We hope to see you there.

VENUE

Hyatt Regency London - The Churchill

30 Portman Square
London
W1H 7BH

REGISTRATION

£1099 (+20% VAT)

Includes: a delegate list before and after the event, refreshment breaks, lunches, networking receptions, conference documentation & online access to conference materials.

THREE WAYS TO BOOK

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