

SUPERYACHT INVESTOR LONDON 2016

14th & 15th MARCH

DAY ONE MONDAY 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?

Moderator: Jay Tooker, Partner, Holman Fenwick Willan

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

10:00 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

Moderator: Alasdair Whyte, Editor, Superyacht Investor

Roberto Giorgi, Chairman, Fraser Yachts

Will Christie, Senior Broker, Y.CO

10:45 Morning coffee

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

Updates on key jurisdictions: France, Malta, Spain, Isle of Man

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 & Partners

Christine Cassar Naudi, Senior Associate, Ganado Advocates

Miguel Ángel Serra Guasch, Principal Associate, Garrigues

12:30 Reducing transaction risks

Managing counterparty risks

Whose deposit is it anyway?

Local laws

Alistair Feeney, Partner, Holman Fenwick Willan

12:55 Lunch

14:25 Chartering yachts

Commercial versus private

Can you really make money chartering yachts?

Moderator: Alasdair Whyte, Editor, Superyacht Investor

Fiona Maureso, Charter Director, Northrop & Johnson

Geoff Moore, Managing Director, West Nautical

15:10 Strategies for reducing construction financing risks

What can they do to manage risks?

What risks do they have to live with?

How bad can it get?

Repossession war stories

Panos Pourgourides, Partner, Hill Dickinson

15:35 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

17:20 Closing remarks

Alasdair Whyte, Editor & Co-founder, Superyacht Investor

17:30 Cocktail reception hosted by Investec

SUPERYACHT INVESTOR LONDON 2016

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DAY TWO - MONDAY 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?

Moderator: Rear Admiral Scott Lidbetter, Chairman, Veritas International

Richard Webb, Managing Director, MarineGuard

Toby Ecuyer, Creative Director, Redman Whiteley Dixon

Andy Young, Managing Director, SPS—Special Projects and Services Limited

Simon Rowland, CEO & Co-founder, Veritas International

10:00 Perils of the sea - yacht insurance 2016

- Which way for rates?
- Are owners over-insuring yachts?
- Should owners and financiers worry about *Galatea*?
- Will the Insurance Act of 2016 better protect owners?

Moderator: Paul Miller, Director of Underwriting, Hiscox

Ben Lind, Senior Yacht Underwriter, AIG

Paul Newton, Senior Yacht Underwriter, AXA Yachting Solutions

Peter Mellett, Managing Director, BankServe

Simon Ballard, Managing Director, CRS Yachts

10:50 Morning coffee

11:20 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?

Moderator: Alasdair Whyte, Editor, Superyacht Investor

Bob Atkinson, Partner, B Capital Partners

Leon Batchelor, Managing Director, Arc&Co.

Olivier Millieux, Founder & Managing Director, OMYS Consulting

12:10 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

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

Michel Buffat, Head of Aviation & Yacht Finance Client Relations, Credit Suisse

Jeremy Dean, Head of Marine Finance, Investec

Chrystelle Cavernes, Head of Mega Yacht & Business Jet Financing, Société Générale Private Banking

13:00 Lunch

14:30 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

14:55 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?

*Moderator: Alasdair Whyte, Editor, Superyacht Investor
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

15:55 Closing remarks

Alasdair Whyte, Editor & Co-founder, Superyacht Investor

16:00 Afternoon Tea