

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
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Fred van Beers
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SUPERYACHT INVESTOR LONDON 2016

14th & 15th MARCH

DAY ONE - 14TH MARCH

08:00 Registration & networking breakfast

09:00 Welcome & opening remarks

Jay Tooker, 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, Holman Fenwick Willan

Vasco Buonpensiere, Cantiere delle Marche

Farouk Nefzi, Feadship

Stefano de Vivo, Ferretti Group

Guillaume Roché, 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, Superyacht Investor

Roberto Giorgi, Fraser Yachts

Will Christie, Y.CO

10:45 Morning coffee

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

Updates on key jurisdictions: London, France, Malta & Spain

Followed by debate & discussion

Moderator: Nic Arnold, PwC

Beatrice Favarel-Veidig, Favarel & Associés

Christine Cassar Naudi, Ganado Advocates

Miguel Ángel Serra Guasch, Garrigues

12:30 Reducing transaction risks

Managing counterparty risks Whose deposit is it anyway?

Local laws

Alistair Feeney, Holman Fenwick Willan

12:55 Lunch

14:15 Chartering yachts

Commercial versus private

Can you really make money chartering yachts?

Moderator: Alasdair Whyte, Superyacht Investor

Fiona Maureso, Northrop & Johnson

Geoff Moore, West Nautical

15:00 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, Hill Dickinson

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

Nigel Watson, Luviair

William Sturm, Avpro

Captain Alain Viard, Helicopt'ex

17:05 Across the pond: The hottest yacht market

How many yachts are going from Europe to the US?

Is selling to US citizens about to get easier?

17:55 Closing remarks

Alasdair Whyte, Superyacht Investor

18:00 Cocktail reception hosted by Investec

 **Investec**
Specialist Bank

“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 Networking breakfast

09:00 Opening remarks

Alasdair Whyte, 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, Veritas International
Andy Young, SPS—Special Projects and Services Limited
Richard Webb, MarineGuard
Toby Ecuyer, Redman Whiteley Dixon

10.00 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, AIG
Peter Mellett, BankServe
Paul Newton, AXA Yachting Solutions

10:45 Morning coffee

11.15 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, B Capital Partners
Leon Batchelor, Arc&Co.
Olivier Millieux, 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
Exit strategies for lenders

Ways to minimise risk after deals have closed

Moderator: Elinor Dautlich, Holman Fenwick Willan

Olivier Blanchet, BNP Paribas

Alan Randolph, C1 Bank

Michel Buffat, Credit Suisse

Jeremy Dean, Investec

Chrystelle Cavernes, Société Générale Private Banking

13:00 Lunch

14.20 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, Issues in Superyacht Ownership

14:50 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, Superyacht Investor

Karin Paggi, Custom Line

James Lawson, Hill Dickinson

Jimmy Carroll, Winch Design

Will Christie, Y.CO

15:50 Closing remarks

Alasdair Whyte, Superyacht Investor

16:00 Afternoon Tea

“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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