

SUPERYACHT
INVESTOR
LONDON 2017

3RD & 4TH MAY

ONE WHITEHALL PLACE AT THE ROYAL HORSEGUARDS HOTEL

SUPERYACHT INVESTOR LONDON 2017

The second annual Superyacht Investor London will be held on 3rd & 4th May at One Whitehall Place - The Royal Horseguards London. It will welcome senior executives representing shipyards, brokers, banks, law firms, corporate service providers, yacht managers, appraisers, insurers and others involved in the buying and selling of superyachts.

Companies currently registered to attend Superyacht Investor London 2017:

Abeking & Rasmussen | AFL Insurance Brokers | AIG | Alley, Maass, Rogers & Lindsay | Alphamarine | B Capital Partners
Benetti | Bluewater | BNP Paribas | Cantiere delle Marche | Cornerstone | Credit Suisse | Custom Line | Deloitte
Dixcart International Limited | Dixcart Management Malta Limited | Dohle Corporate Services | Dominion Marine | Equiom
Falcon Group | Favarel & Associates | Fenech & Fenech Advocates | Ferretti Group | Fieldfisher | Floating Life | Fraser
GANADO Advocates | Groom Hill | Gulf Craft | GVZH Advocates | Heesen | Hill Dickinson | Hogan Lovells
Holman Fenwick Willan LLP | Ince & Co | IRI/The Marshall Islands Registry | La Playa UK | Luviair
Managing Intellectual Property | Martin Francis Design | Master Yachts | MCM Yacht Management | Meyer Avocats
Misfud & Misfud Advocates | Ocean Independence | One Ocean Port Vell | Pantaenius GmbH
Rosemont Yacht Management SARL | Royale Oceanic | SPS – Special Projects and Services Limited | Stephenson Harwood
Sturge Taylor | SYBass | The Jet Business | The WOY | TJB Superyachts | Van Berge Henegouwen | Veritas International
Vessels Value | Vistra Marine & Aviation Limited | West Nautical | Winch Design | Winterbothams
Yachting Partners International



HOW TO BOOK

ONLINE: WWW.SUPERYACHTINVESTOR.COM/LONDON-2017

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EMAIL: IVIE@SUPERYACHTINVESTOR.COM

"I found the conference very interesting and refreshing"

Stefano de Vivo, Ferretti Group

"Finally a conference where I finally learned new insights!"

Farouk Nefzi, Feadship

"I found it very worthwhile and thought-provoking, and was delighted to have been a part of it. Congratulations for an excellent couple of days! It was well-planned and well-executed and will, I hope, be the first of many!"

Fiona Maureso, MYBA

"The Superyacht Investor conference is exceptionally well run to make a great balance between being informative and interactive"

Leon Batchelor, Arc&Co.

"A high quality and interactive conference"

Chrystelle Cavernes, Société Générale Private Banking

"Insightful with some great debates, a great opportunity to develop relationships with other like minded individuals. A highly recommended event"

Samantha Snow, Abacus Corporate Services

"High quality speakers and panellists with topics intelligently put together"

Duncan Bateson, Ince & Co

"A great event with quality content and a fresh approach"

Bob Atkinson, B Capital



CONFIRMED SPEAKERS

Jim Acher
Broker, Bluewater

Bob Allen,
Founding Partner, Robert Allen Law

Erwin Bamps
CEO, Gulf Craft

Richie Blake
Director, Technical Services, Dohle Corporate Services

Olivier Blanchet
Head of Jet and Yacht Finance, BNP Paribas

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

Anthony Buneta
Mega-Yacht and Jet Financing Department, Société Générale Private Banking

Vasco Buonpensiere
Co-Founder, Cantiere delle Marche

Dennis Causier
Senior Superyacht Specialist, Vessels Value

Tim Clark
Senior Broker, MySea

Paul Cook
General Manager, One Ocean Port Vell

Nikos Dafnias
Alphamarine

Elinor Dautlich
Partner, Holman Fenwick Willan

Stefano de Vivo
Group Chief Commercial Officer, Ferretti Group

Vassilis Fotilas
Senior Broker, Fraser

Martin Francis
Founder, Francis Design Ltd

Roberto Giorgi
Executive Chairman, Fraser

Tim Hunter
Vice President, Falcon Fine Art Ltd.

Andreas Iseli
Head of Exteriors, Winch Design

Ben Lind
Senior Yacht Underwriter, AIG

Robb Maass
Shareholder, Alley, Maass, Rogers & Lindsay

William MacLachlan
Senior Associate, Holman Fenwick Willan

Toby Maclaurin
Sales & Marketing Director, Ocean Independence

Richard Masters
Founder, Master Yachts

Geoff Moore
Managing Director, West Nautical

Campbell Murray
Technical Director, Cyber Security Services, BlackBerry

James Nurton
Editor, Managing Intellectual Property

Ignacio Oliva-Velez
Head of Interiors, Winch Design

Karin Paggi
Head of Sales & Marketing, Custom Line

Andrea Pezzini
CEO, Floating Life

Panos Pourgourides
Partner, Hill Dickinson

Simon Rowland
CEO & Co-founder, Veritas International

Anouch Sedef
Partner, Meyer Avocats

Dean Smith
Managing Director, Royal Oceanic

Mike Taylor-West
Director, Private Client & Marine, La Playa

Jay Tooker
Partner, Holman Fenwick Willan

Steve Varsano
Managing Director, The Jet Business

Thierry Voisin
Director, The WOY

Toby Walker
Sales Area Manager, Benetti

Nigel Watson
CEO, Luviair

WEDNESDAY 3RD MAY

08.30 - Registration & refreshments

09.10 - Conference welcome

Alasdair Whyte, Superyacht Investor

09.15 - Opening remarks

Jay Tooker, Holman Fenwick Willan

09.30 - Building boats - the toughest role in yachting

Are there still too many builders?
Can yards hold on until demand returns?
How can owners protect themselves from failures?
How can yards manage their brand in a resale market?

Moderator: Jay Tooker, Holman Fenwick Willan

Toby Walker, Benetti

Stefano de Vivo, Ferretti

Erwin Bamps, Gulf Craft

Vasco Buonpensiere, Cantiere delle Marche

10.30 - Morning Coffee hosted by

Holman Fenwick Willan



11.15 - Yacht finance 2020

What do banks add to the industry?

Are banks too fussy?

What would attract more finance?

Moderator: Elinor Dautlich, Holman Fenwick Willan

Olivier Blanchet, BNP Paribas

Michel Buffat, Credit Suisse

Anthony Buneta, Société Générale Private Banking

12.10 - Across the pond

Why have US buyers woken up?

Is the Trump Presidency boosting sales?

Are US banks more willing to finance?

Exporting and importing yachts to the US

Robb Mass, Alley, Maass, Rogers & Lindsay

12.30 - Lunch

14.00 - Should yacht owners be worried about cybercrime?

Are yachts really high risk targets?

What could cyber criminals do?

How can you insure against it?

Moderator: William MacLachlan, Holman Fenwick Willan

Ben Lind, AIG

Simon Rowland, Veritas

Campbell Murray, BlackBerry

14.40 - What's next for the future of Yacht Design?

Nikos Dafinas, Alphamarine

15.00 Afternoon tea hosted by

Holman Fenwick Willan



15.30 - What is my yacht worth?

Is there anything you can do to make valuation more transparent?

Should there be more regulation?

Will it always be this way?

Moderator: Olivier Blanchet, BNP Paribas

Thierry Voisin, SOS Yachting

Dennis Causier, Vessels Value

Mike Taylor-West, La Playa

16.10 - A view from other markets

Yachts versus jets versus art

What is stopping yacht buyers?

Moderator: Alasdair Whyte, Superyacht Investor

Tim Hunter, Falcon Fine Art

Steve Varsano, The Jet Business

Nigel Watson, Luvair

16.50 - Day one closing remarks

Alasdair Whyte, Superyacht Investor



17.00 Cocktail reception hosted by

The Marshall Islands Registry

THURSDAY 4TH MAY

09.00 - Morning refreshments

09.25 - Day two opening remarks

Alasdair Whyte, Superyacht Investor

09.30 - The art of yacht management

Simplifying ownership

Do owners appreciate what yacht managers actually do?

Managing the new generation of crew

Moderator: Alasdair Whyte, Superyacht Investor

Andrea Pezzini, Floating Life

Roberto Giorgi, Fraser

Richard Masters, Master Yachts

Dean Smith, Royal Oceanic

10.10 - IP: Whose idea is it anyway?

Where can you draw the line with a yacht?

Design concepts versus engineering brilliance

Designer royalties

Moderator: James Nurton, Managing Intellectual Property

Ignacio Oliva-Velez, Winch Design

Martin Francis, Francis Design Ltd

Panos Pourgourides, Hill Dickinson

10.50 - Building the base

Is everyone focusing on large vessels?

Finding finance for smaller yachts

Moderator: Alasdair Whyte, Superyacht Investor

Paul Cook, One Ocean Porto Vell

Andreas Iseli, Winch Design

11.30 - Morning Coffee

12.00 - MYBA purchase form - time for a change?

Standardised versus bespoke contracts?

Giving buyers an exit

English versus US lawyer approaches

Moderator: Alasdair Whyte, Superyacht Investor

Jay Tooker, Holman Fenwick Willan

Robb Mass, Alley, Maass, Rogers & Lindsay

Bob, Robert Allen Law

12.40 - The future for yacht charter

The ageing customer base

Supply versus demand

Is the future online

Where are tomorrow's customers coming from?

Moderator: Alasdair Whyte, Superyacht Investor

Geoff Moore, West Nautical

Tim Clark, MySea

13.20 - Lunch

14.40 - Supporting the fleet

Do yards need to improve warranties?

Would owners like (and pay for) more after sales support?

Moderator: Alasdair Whyte, Superyacht Investor

Richie Blake, Döhle Yachts

Karin Paggi, Custom Line

15.20 - Selling yachts in 2017

Can the US lift the whole market?

Are there any bright spots?

The pre-owned yacht overhang

Moderator: Anouch Sedef, Meyer Avocats

Toby Maclaurin, Ocean Independence

Jim Acher, Bluewater

Vassilis Fotilas, Fraser

16.20 Closing remarks

Alasdair Whyte, Superyacht Investor

16.30 - Prohibition afternoon tea