

MARINE
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MARINE
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present the

1st Annual

Super Yacht Finance Forum

September 23, 2008

Auditorium Rainier III, Monaco

9:00 Registration, Welcome Coffee and Refreshments

9:50 Welcome Remarks from Conference Organizer and Partner

Mike McCleery, Marine Money

Hugo Modderman, Dolfinance, Agents for DVB Bank America

Trends in the Super Yacht Market

Frank Brand, CEO, Fraser Yachts

The Global Order Book

Jill Bobrow, Editor-in-Chief, ShowBoats International

Financier's Update – Identifying & Managing Risk in Yacht Construction

- Issues Regarding Use of New Materials
- New Yards

Richard Goodwin, Yacht & Passenger Ship Manager, Lloyd's Register

A View from the Surveyor on Stages of Completion in Super Yacht Construction

Philip Codd, Burness Corlett-Three Quays

Networking Coffee Break

A View From The Credit Committee

Ken Griggs, Independent Yacht Consultant

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Tuesday, September 23, 2008



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LIFE MATTERS



12:00 Financing the Super Yacht Market

- Impact of the Credit Crunch
- Appetite
- Club and Syndicated Deal Market
- Terms and Tenors
- Trends in Super Yacht Finance

John Stephens, Director - Yacht & Aircraft, Fortis Lease UK Limited

Hugo Modderman, Dolfinance, agents for DVB Bank America NV

G. Robert Toney, President, Maritime Capital Group

Lisa Verbit, Senior Vice President, U.S. Trust, Bank of America

Moderator: Remco Immink, Co-Founder, Ciris Capital

Lunch – Fairmont Hotel

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2:15 The Advantages of Onshore Jurisdictions for Yacht Registration Financial and Tax Implications

Anthony Galea, Partner, Deguara Farrugia Advocates

The Advantages of Offshore Jurisdictions for Yacht Registration Financial and Tax Implications

Andrew Charlier, Partner, Ince & Co.

Moderator: Darryl Sharman, Client Services Director, Sarnia Yachts

Coffee Break

3:45 Meeting the Global Demand for Super Yachts – Builder Panel

- The Importance of Brand/Pedigree
- Component Cost Management
- Lead Times
- Growth

Marcello Maggi, Group President of Marketing and Sales, ISA Yachts

Bas Nederpelt, Sales and Marketing Director, Feadship

Vincenzo Moccia, Sales & Marketing Director, Benetti Yachts

Moderator: Mike McCleery, Marine Money

4:30 Broker Panel

- Effects of Current Economic Climate
- Supply & Demand, Resale and Newbuild
- Trends in Residual Markets
- The Future

Carlo Agliardi, Director, Fraser Yachts

Kevin Merrigan, President, Northrop and Johnson

Alex Braden, Chairman, YPI Group

Toby Walker, Sales Director, Camper & Nicholsons International

Moderator: Hugo Modderman, Dolfinance, agents for DVB Bank America NV

Closing Remarks from Partner and Conference Organizer

Hugo Modderman, Dolfinance, Agents for DVB Bank America

Mike McCleery, Marine Money

Cocktail Reception at the Fairmont Hotel

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September 23, 2008 – Auditorium Rainier III, Monaco
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