

14th Annual Superyacht Finance Forum

Tuesday, September 21st, 2021

Café de Paris Monte Carlo, Monaco

Make the most of your Monaco Yacht Show (MYS) with an extra day of networking, business development and market intelligence. We hope to see you at our 14th Annual Superyacht Finance Forum that will take place the day before MYS opens, Tuesday, September 21st. We will be at the Café de Paris in Monte-Carlo.

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14th Annual Superyacht Finance Forum

8:30 Registration Opens and Welcome Coffee

9:30 Chairman's Opening Remarks

Hugo Modderman, Managing Director, Dolfinance

9:40 Quantifying the Effect of a Pandemic on the Yacht Market

- How values have progressed in the past 24 months
- Fleet utilisation figures before, during and after COVID
- The causes driving the trends
- Short to medium term outlook in the sector

Sam Tucker, Head of Superyachts, VesselsValue Ltd.

10:00 Beyond Digitalization - How technology & innovation is shaping the future of the service driven industries

Giovanni Alessi Anghini, Chief Innovation & Technology Officer, Camper & Nicholson International

10:20 Demystifying Some VAT Concepts Applicable to Superyachts

- What is a VAT paid yacht?
- Can a VAT paid status be lost? How to ensure the status in case of a sale?
- Is EU VAT harmonized and to what extent?
- What is the effect of the new One Stop Shop (OSS) initiative at EU level?

Matthew Zampa, VAT Specialist, Zampa Debattista

Georg Oehme, Associate Director/Internal Tax Specialist, Vistra Marine & Aviation Limited

Moderator: Dr. Anthony Galea, Managing Director, Vistra Marine & Aviation Limited

10:40 Legal, Tax, and Regulatory Review Panel

Alex Chumillas, Director, Tax Marine & Aviation Spain SL

Dr. Carla Bellieni, Partner, Studio Piana Illuzzi Queirolo Trabattoni

Dr. Anthony Galea, Managing Director, Vistra Marine & Aviation Limited

Moderator: Janet Xanthopoulos, Head of Yacht Ownership and Administration, Rosemont Yacht Services

11:15 Networking Coffee Break – Graciously sponsored by



11:45 New Wealth & Finance Panel

- Where and who is this New Wealth coming from?
- Asset Sources, Compliance
- Next Drivers to Develop Growth/Wealth

Olivier Blanchet, Head of Jet and Yacht Finance, BNP Paribas

James Crew, Sales Director, Marine Finance, Close Brothers Aviation & Marine

Anthony Buneta, Head of Business Development & Wealth Planning, Société Générale Private Banking Monaco

Moderator: Silvia Andriotto, Associate Director, JTC Private Office

12:30 Lunch – Graciously sponsored by



2:00 The Current State of Superyachting

- Superyacht Brokerage Sales 2020 and 2021
- Global Order Book 2021 and beyond
- New Build Pricing
- What's Next for 100m+ Superyachts

Nicholas Robinson, Business Editor, Boat International

2:20 Multi-Owner Mega Yachts: Superyachts or Private Cruise Ships?

The new, niche breed of multi-owner mega yachts typified by the 220m Somnio project under contract with VARD.

Duncan Bateson, Head of Yachts & Superyachts, Ince



2:40 Bermuda as a Yacht Destination and Yacht Registry

Nicholas Sansom, Chief Business Development Officer, Bermuda Shipping & Maritime Authority

3:00 Networking Coffee Break – Graciously sponsored by

3:30 The Future of Marinas – The New Generation of Marinas to Accommodate Tomorrow's Green Yachts - Panel Discussion

- The Needs of Yachts with New Technologies
- What Should Marinas do to Improve?

Daniele di Giampaolo, Technical & Sales Director, Amico & Co

José Marco Casellini, CEO, Monaco Marina Management

Splinter Fangman, Yacht Broker, Edmiston

Chloé Zaied, Founder, Hynova Yachts

Moderator: Marcela de Kern Royer, Principal, Genoa Superyacht Hub

Closing Remarks

Hugo Modderman, Managing Director, Dolfinance

Cocktail Reception to Follow – Graciously sponsored by



*All attendees of the conference and cocktail reception must present a **valid photo ID, health pass and wear a surgical mask (not cloth mask)** in order to gain entry into the conference area per the venue's current instructions.*

