

# The Future of Superyachts

The 5th Annual Conference

Monday 21 & Tuesday 22 June, 2010  
Nixe Palace Hotel, Palma de Mallorca, Spain

Now firmly established as a *must attend* event on the superyacht calendar, The Future of Superyachts, the 5th Annual Conference takes place in Palma just before the Superyacht Cup, on the 21st and 22nd 2010 and will bring together an elite group of industry leaders for networking and debate.

The Future of Superyachts focuses on legal, financial, tax, crewing, registration, build and design issues, and regularly attracts an international audience of senior yacht executives.

Chaired by:  
**Paul Miller**, Director of Underwriting,  
Underwriting Risk Services Ltd

Other Speakers Include:  
**Paul Cook**, non-executive Director, ANT  
**Tim Henwood**, Mann-made  
**Ron Holland**, Ron Holland Design  
**Dieter Jaenicke**, Viking Recruitment  
**Adrian Jones**, BlackStar  
**Benjamin Maltby**, Matrix Lloyd  
**Hugo Modderman**, DVB  
**Paolo Moretti**, Head of Pleasure Craft  
Product Line, Marine Division, RINA  
**Perry Sakata-Carroll**, Pelaghi Yachts  
**Nick Smith**, Director, Yacht Practice,  
Charles Taylor Marine  
**Erik van Dongen**, SDSI  
**Roy van Zoggel**, YachtsXL.com  
**Toby Walker**, Sales Director, Camper  
& Nicholson's International  
**Pawel Wysocki**, Associate, Hill Dickinson

For further information [www.quaynote.com](http://www.quaynote.com) or telephone Alison Singhal on 44 (0) 208 348 3704 email [alison@quaynote.com](mailto:alison@quaynote.com)

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# Day one agenda (subject to change)

## The Future of Superyachts

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09.00 Refreshments, Registration and Exhibition

Conference chaired by:

**Paul Miller**, Director of Underwriting, Underwriting Risk Services Ltd

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### Session One: Welcome to the conference

09.15 Chair's opening remarks

09.30 Keynote Presentation: What are the challenges faced by the superyacht industry?  
• Opportunities and threats in the short, mid and long term

09.50 View from Superyacht Owner: What will owners of the future be expecting from yacht builders, designers, captains and service providers

10.10 Superyacht destinations of the future: Meeting the challenges of opening a new cruising destination

10.30 Questions and Discussion

10.50 Refreshment break

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### Session Two: Design, Build, Refit & Interiors

11.20 The future of yacht design  
**Ron Holland**

11.40 The future of yacht building  
• Where will superyachts of the future be built?  
• Will future owners' buying decisions be more motivated by cost?

12.00 Training young people to work in the superyacht industry  
• The Serena refit project  
• The benefits of working with local schools and colleges  
• Applying the lessons learned from this co-operation to other superyacht sectors

12.20 Taking an economical approach to designing superyacht interiors  
• Is it possible to provide luxury within a budget?  
**Erik van Dongen**, SDSI

12.40 Questions and Discussion

13.00 Lunch

## Day one agenda (subject to change)

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### Session Three: Financing superyachts of the future

- 14.20 The current and future shape of the megayacht finance market
- How do owners finance their superyachts and how might this change in the future?
  - How do superyachts perform as an asset class?
  - Which yards have and will weather the storm and why?
- Hugo Modderman**, DVB

14.40 U.S. financing of superyachts

15.00 Questions and Discussion

### Session Four: Management, Registration & Corporate Structures

- 15.20 Best practice: what is the role of company directors and administrators who are looking after a superyacht?
- Tim Henwood**, Mann-made

- 15.40 Protection of interests in uncertain economic times
- Choice of flag
  - Bank and owner requirements
- Pawel Wysocki**, Associate, Hill Dickinson

16.00 Questions and Discussion

### Session Five: Tax & VAT

- 16.50 VAT
- Adrian Jones**, BlackStar

- 16.30 How current tax and VAT rules on superyachts affect industry and the wider economy

17.10 Panel Discussion

17.30 Conference Drinks Reception

19.00 Conference Gala Dinner



## Day two agenda (subject to change)

# The Future of Superyachts

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08.45 Refreshments and exhibition

09.15 Chair's opening remarks

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### Session Five: Crewing and training

09.20 What will the future look like for crew recruitment and training? How are these needs likely to be met?

**Dieter Jaenicke**, Viking Recruitment

09.40 Developing long-term careers in the superyacht industry

- Making the transition from sea-based to land-based employment
- Is it what you know or who you know?
- What skills are transferable to an on-shore environment?
- What additional skills and training are needed for land-based positions and how can these be acquired?

**Julien Jouault**, ex-superyacht captain & project manager

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### Session Six: Technology, safety and security

10.00 An update on safety regulations

- ILO – crew cabins, SYBAss proposal now promoted by MCA
- ISO
- ECDIS

10.20 The increased use of helicopters and other aircraft on superyachts

- the arrival of BA 609 tilt rotar aircraft revolutionizing superyacht aviation

- are the dangers of this form of transport being taken seriously enough?

10.40 How technology can be used to enhance security on board superyachts

**Paul Cook**, non-executive Director, ANT

11.00 Questions and Discussion from sessions 5 and 6: Is regulation keeping up with technological advances?

11.30 Refreshment break

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### Session Six: Insurance

11.50 Do superyachts have adequate insurance?

**Paul Miller**, Underwriting Risk Services

12.10 Dealing with insurance fraud

**Nick Smith**, Director, Yacht Practice, Charles Taylor Marine

12.30 Questions and Discussion

12.50 Lunch

## Day two agenda (subject to change)

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### Session Seven: The Future of Chartering & Brokering

- 14.00 The impact of the global recession on superyacht chartering
- How significant a role could internet marketing play in restoring the fortunes of the chartering sector?
- Roy van Zoggel**, YachtsXL.com
- 14.20 Has superyacht brokering changed forever?
- What are the challenges faced by superyacht brokers after the recession?
  - How can brokers sustain their margins?
- Toby Walker**, Sales Director, Camper & Nicholsons International
- 14.40 Questions and Discussion

### Session Eight: A green future for superyachts?

- 15.00 The increased use of green technology in building and design
- The Green Plus notation
  - Taking a goal-based approach to technology
- Paolo Moretti**, Head of Pleasure Craft Product Line, Marine Division, RINA
- 15.20 Conference panel debate: Is there such a thing as a green superyacht?
- Pawel Wysocki**, Associate, Hill Dickinson
- 16.00 Refreshments and Exhibition

### Session Nine: Champagne Roundtables

- 16.30 Groups of delegates join discussion roundtables of their choice to debate issues of specialist interest over a glass of champagne. With each roundtable hosted by conference speakers, these informal discussions offer delegates additional opportunities to network and debate hot topics with other attendees.

#### Roundtable topics:

- Confidentiality agreements and their effectiveness - **Benjamin Maltby**, Matrix Lloyd
- Marketing and Branding - **Perry Sakata-Carroll**, Pelaghi Yachts
- Extreme destinations
- What are the greatest challenges to be faced by yacht management companies in the future?
- Is there a need for a confederation of the superyacht industry to lobby government policy-makers and legislators?
- What should we be doing as industry and as individuals that business and owners plan for the next economic "dip"?
- Should owners "mothball" their Superyachts? What are the pros and cons of doing this?
- Piracy

- 17.30 Close of Conference



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## Nixe Palace Hotel, Palma de Majorca, Spain

Preferential rates have been negotiated for the hotel accommodation of delegates of 200 Euros + 7% TVA for sea room and buffet breakfast included (all taxes included).

To reserve your hotel room email [alison@quaynote.com](mailto:alison@quaynote.com) or telephone **44 (0) 20 8348 3704**

Further details of the hotel can be seen at [www.nixepalacehotel.com](http://www.nixepalacehotel.com)

## Flight and Travel Arrangements

For information on flights or other travel related questions speak to our dedicated travel consultant **Trevor Hann** of **Travel Tailor** on telephone **01932 230600** email [trevor@traveltailor.co.uk](mailto:trevor@traveltailor.co.uk)

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## Delegate Fees

GBP 530.00 or 600 euros

Fees include 2 day access to the event, available conference papers, buffet lunch, refreshments and Cocktail Reception.

Additional Requirements – please describe them here

\_\_\_\_\_

\_\_\_\_\_

Conference Papers

I am unable to attend the conference please send me the conference papers on CD for the event for £175

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