

THE YACHT

The leading magazine for the design, construction,
management, ownership & operation of luxury yachts

report

Issue 117

October 2010



PROGRAMME HIGHLIGHTS

M/Y *Big Fish* – The Yacht Owner and the Business Plan.

Comparable Industries – Aviation and commercial shipping – what can we learn from how they do business?

State of the World's Wealth – Who is making money and what are they spending it on?

Yacht Valuations and Information Transparency – What do our clients need and who can deliver?

MLC 2006 and 13-36 Passenger Code – Updates, announcements: how will these affect your business?

Future Focus – Technical Presentations – cutting-edge technologies and engineering developments.

The Yacht Owner Panel – Following on from last year's candid exchange, a new panel of experienced owners will share their opinions, their needs and their frustrations, looking at how can we improve the ownership experience for them.

Comments from 2009's event

Murat Vargi, Owner, MY *Jasmin* and MY *Ela*

“ There will be no business without the involvement of China in the next five years. ”

Roger Smee, Owner, MY *Leonora*

“ I was trying to get in to St Tropez during the summer, I wanted to be there for four days, and you all know that it's pretty tough getting in there but it's quite easy if you drop somebody €40,000 – you get in pretty quickly. ”

Lord Laidlaw of Rothiemay, Owner, MY *Lady Christine*

“ But there are two things that I think this industry needs to address. The first is more berths. At some point you've got to stop selling boats because there are just no berths to put them in. The second thing is, I've never come across an industry that doesn't actually market to new people to get them into the industry. ”

Barry Gilmour, Chairman & Chief Executive, Royale Oceanic Ltd

“ Compared with other industries and with the exception of flag, class, state regulations and jurisdictional law, the yacht industry is largely unregulated. And it also features low entry barriers. ”

John Leonida Partner, Clyde & Co LLP

“ There has been some new build activity, but what has happened over the last year is that it has changed the way that we are looking at new build contracts, changed the way that we are looking at the new build bidding process. ”