

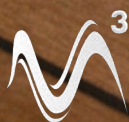


WORLD
YACHTING
SUMMIT

Charting The Course For New Horizons



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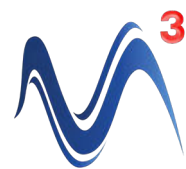
OMNIYAT

M3 Monaco is a strategic consultancy specializing in the development of marinas, yacht clubs, and sailing schools. Marina life cycle expert, with a deep understanding of coastal ecosystems and maritime sector, M3 supports both public and private stakeholders in designing, revitalizing, and positioning of sustainable future-ready waterfront infrastructures aligned with territorial development goals.

From concept to execution, M3 delivers bespoke guidance on strategy, operations, governance, and stakeholder engagement, always with a focus on long-term impact and innovation.

Alongside its consulting work, M3 Monaco is also known for organizing high-profile international events that bring together global experts, marina & yachting industry leaders, and policymakers. Flagship gatherings like the Smart Marina Rendez-vous serve as a platform for advancing dialogue on sustainable development, innovation, and transformation in the maritime and this niche tourism sectors.

With a unique combination of on-the-ground expertise and convening power, M3 Monaco is committed to reshaping the future of coastal destinations, connecting vision with execution, and local insight with global reach.



Inspired by global gatherings like COP and Davos, the World Yachting Summit (WYS) brings together stakeholders from across the yachting sector —industry pioneers, regulators, tourism authorities, developers and innovators—to drive forward-thinking dialogue and tangible action.

This year's edition offers two thematic tracks: one centered on Business and Tourism Development, exploring sustainable growth and strategic use of territorial resources; the other focused on the Road to Net Zero, addressing the industry's environmental impact and its alignment with global sustainability goals.

The Summit welcomes a prestigious range of professionals from shipyards, brokerages, naval architecture, engine manufacturing, and destination development, alongside regulators, legal experts, and financial advisors —ensuring a comprehensive perspective on the sector's evolution.

Beyond yachting, discussions will span adjacent industries such as private aviation, luxury hospitality, and wealth management, highlighting shared challenges and innovations.

With its theme, "Charting the course for new horizons," the World Yachting Summit underscores a commitment to progress, global collaboration, and impactful outcomes.

Let the journey begin.



OMNIYAT

THE ART OF ELEVATION

A vision that transcends property, place and space,
The Art of Elevation embodies our dedication to imagining
the extraordinary and building it into reality

THE SPEAKERS

Daniele Bottino

Regional Business Development Manager
and Yacht Sector Lead



Daniele Bottino serves as the Regional Business Development Manager at the American Bureau of Shipping (ABS) for Northern Europe... In this role he is responsible for overseeing business development across Sweden, Finland and the Baltic States. Additionally, Daniele is the Yacht Sector Lead for Europe at ABS, a position that highlights his leadership in the yachting sector. With over two decades of experience in the maritime and yachting industries, Daniele brings a wealth of expertise in client relationship management and business development, working with various stakeholders such as owners, designers, builders and regulators. His expertise spans key areas like safety, reliability, structural and mechanical integrity and sustainable technologies.

Daniele holds a master's degree in marine engineering and naval architecture from Genoa University. His career at ABS has spanned 25 years, where he has taken on various roles in different regions, starting as a Plan Approval Engineer in the ABS office in Genoa progressing to a Ship Surveyor in Europe and the UAE and now focusing on client-centric Business Development.



Alessandro Tricoli

Partner and Head of
the Shipping Department

Alessandro is a Partner and Head of the Shipping Department at Fichte & Co Legal, specializing in ship finance, sale & purchase, construction, and conversion, and consistently recognized by Legal 500 and Chambers & Partners. With experience representing owners, yards, and banks, he navigates both contentious and non-contentious matters in shipbuilding and finance contracts. Alessandro's finance background drives his involvement in structuring and restructuring shipping and commercial companies to meet regional challenges or spur growth. His expertise extends to contentious work, emphasizing dispute resolution where he advises numerous clients. Notably, he led the team securing the first recognition and enforcement of a foreign arbitral award under the New York Convention by Fujairah Courts. Alessandro's contributions include landmark cases in the DIFC Courts and recent involvement in the "Luna" yacht dispute. Recognized since 2011 in Legal 500 EMEA, he is a frequent speaker and contributor to legal publications, enriching the field with his insights.



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WYS WORLD
YACHTING
SUMMIT



OMNIYAT.COM



SMART YACHTS

Julia Skop
Co-founder

In the maritime industry since 2006. Deep experience in sales, purchases, charter, new construction, management & refit. Marketing & product launching experience, from new exporter to the best international dealer.



Maria Razumi
Managing Director

An experienced yacht broker since 2012, Maria Razumi specializes in new construction, brokerage, and charter services. Fluent in English, French, and Italian, she effortlessly connects with a diverse clientele. For more than 10 years, Maria has been dedicated to making yacht dreams a reality. Whether you're exploring new builds, buying, selling or arranging charters, Maria has the knowledge and skill to guide you.

Charles Dence
Co-CEO of Spark Yachting

25 years experience working across the superyacht sector, with 13 years at a leading all-service brokerage company, and recently in an advisory capacity to clients, their advisors and decision makers. Charles thrives in uncovering insight and making connections to identify opportunities, support strategic decision making and realise commercial potential.



SPARK
MARINE PROJECTS



Worldwide
Luxury yacht charter
& charter marketing management

Trusted by owners, relied on by captains, respected by brokers.

60m Motor Yacht ROCK.IT
Image © Yachting Image

Our dedicated team of yacht charter brokers listens to what matters to our clients so we can help create their perfect yacht charter vacation. We also pride ourselves on our long-standing relationships with yacht owners and captains, enabling us to maximise the potential of any charter yacht through our charter marketing management program.

CharterWorld works with the best yachts and crews around the world to create unique and unforgettable yacht charter experiences.

CHARTERWORLD
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+33 970 448 877

Thierry Voisin

ECPY President - European Committee for Professionnals in Yachting

Thierry Voisin is one of the most respected yachting professionals in the industry. With more than 40 years of experience, he is a highly sought-after advisor in the yachting world today for tax, legal and customs issues.

He holds an economics and law degree from the University Dauphine in Paris and he started his career in the family business, the Voisin Shipyard in Villefranche sur Mer (France), which held an enviable reputation



for the biggest and most beautiful yachts on the Côte d'Azur.

After acquiring a solid background in the shipbuilding/refit sector, he started his own businesses specializing in brokerage, fiscal representation, customs and tracking.

Thierry was one of the founders of the statutes of commercial yachts which has allowed considerable development in the fields of charter, construction and repair.

This work started in 1990, and in the last 20 years, Thierry has often been the designated contact and intermediary between the Customs authorities, the different administrative bodies and the yachting industry throughout France and Europe.

In 1993 he founded ECPY, an association with the aim of defending the interest of global yachting. The association has been at the heart of negotiations, for more than 25 years, with tax, customs, social and environmental administrations, to ensure the pragmatic applicability of new measures, but also their consistency with neighboring countries: Italy, Spain, Malta, Croatia, Greece, Turkey.

Thierry Voisin is working actively in the association as the president together with his board members and more than 170 members.



Matteo Sironi

DPO at Edenred Italia and Board Member of the Think Tank Humint Consulting.

Matteo Sironi

is widely recognized as a leading expert in cybersecurity, intelligence, and data protection laws.. He has been appointed as board member in several companies and foundations, and has served as Data Protection Officer and Head of Anti-Fraud, managing high-stakes compliance,



data protection, and investigative functions. With over a decade of experience as legal and strategic consultant, he has advised international corporations and public institutions on complex technology and regulatory matters.

He holds a Bachelor's degree in Law from Bocconi University and a Juris Doctor from the University of Milan. He completed a prestigious Second-Level Master's in Global Strategy and Security at the Centre for Higher Defence Studies (CASD), jointly organized by the Italian Ministry of Defence and the University of Turin. He also pursued advanced studies at Harvard University and the University of Milan, specializing in cybersecurity, digital investigations, and data protection.

A regular speaker at major conferences and contributor to industry publications, he also collaborates with academia as a researcher and former adjunct professor, focusing on the intersection of law, emerging technologies, and national security.



Dan Lenard

Co-founder of NUVOLARI and designer

Dan Lenard is one of the world's most influential yacht designers and the co-founder,

alongside Carlo Nuvolari, of Nuvolari Lenard, the Italian Yacht Design studio recognized for shaping some of the most iconic yachts.

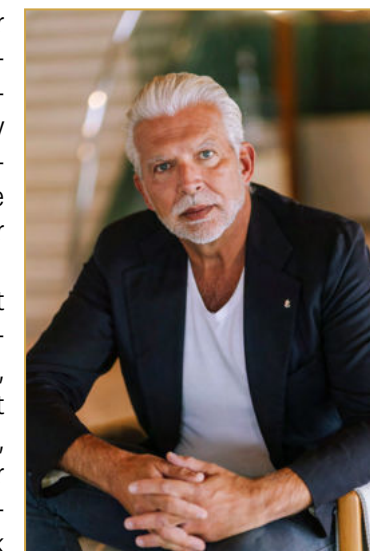
From an early age, Lenard developed a deep connection to the sea, spending summers sailing the Adriatic with his family. His passion for design and craftsmanship led him to artistic studies, after which he immediately embarked on a career in yacht design, founding Nuvolari Lenard in 1990 with Carlo Nuvolari.

A visionary designer and passionate sailor, Lenard seamlessly blends creativity with technical innovation, defining the distinctive character of every project.

His studio has built a remarkable portfolio of superyachts, including Kismet (122m), Nord (141m), and Ahpo (114m) for Lürssen, Bravo Eugenia (109m), Black Pearl (106m), and

Alfa Nero (82m) for Oceanco, as well as Amor à Vida (67m), Voice (62m), and Comfortably Numb (60m) for CRN, and more..

With over three decades of experience and a design philosophy that transcends trends, Dan Lenard continues to set new benchmarks in the world of yacht design.





Mina

THE SPEAKERS

Sameh Muhtadi RAK Properties

Chief Executive Officer of RAK Properties

Sameh Muhtadi is a real estate industry veteran with a proven track record in the sector. As the CEO of RAK Properties since 2022, Sameh has been leading the company to formulate and achieve its strategy, and carry on with its vision and mission, overseeing the high-level communication with stakeholders and the Board to ensure that strategic objectives are achieved.

Sameh Muhtadi is renowned in the industry for his robust corporate governance, market expertise and for building communities, and brings with him extensive international prime real estate and operational experience from Asia, Middle East, and the United States.

In the dynamic real estate sector, Sameh Muhtadi stands out as a beacon of transformative leadership. His tenure has been marked by strategic brilliance fostering growth, and greatly helped Ras Al Khaimah's positioning as a leading tourism and investment destination. His visionary approach has propelled RAK Properties to new heights in the real estate sector. Sameh Muhtadi is more than just a businessman; he's a visionary architect of sustainable growth and innovation. His transformative leadership has not only achieved impressive financial milestones but has also reshaped the landscape of Ras Al Khaimah with developments that harmoniously blend with nature.

Under Muhtadi's dynamic leadership, RAK Properties is not just growing—it's evolving and setting new standards in the real estate sector. His sharp strategic vision has been pivotal in maintaining a strong liquidity position, facilitating transformative acquisitions, and heralding a series of groundbreaking project launches. The upcoming inauguration of the Anantara Mina Al Arab resort and Spa, along with high-profile collaborations with global brands like Ellington Properties and Nikki Beach, are testaments to the company's ambitious direction.

رأس الخيمة العقارية
RAK PROPERTIES



© RAK Properties

Embracing the company's ethos that "people make the place," Muhtadi has significantly expanded the RAK Properties team to a robust 165-strong workforce today and has been cultivating a culture of excellence and innovation.

With a solid financial foundation, an unwavering commitment to sustainability, and Muhtadi's visionary leadership, RAK Properties is poised to redefine the future of real estate, delivering projects that seamlessly blend innovation, sustainability, and world-class design.

His commitment to sustainability, community well-being, and strategic foresight is unparalleled. In just a year, Muhtadi has showcased an exceptional blend of leadership, creativity, results drive and success, setting new standards in the real estate sector. His dedication to both the community and the environment, combined with his strategic partnerships and rebranding initiatives, positions him as a trailblazer, leading RAK Properties into a bright future.

Sameh Muhtadi brings to his role more than 30 years of experience in real estate development and investment, construction management, project management, financial regulations, and planning. He has previously held leadership positions at Arabtec Construction, The Morgan Stanley - Orascom Infrastructure Fund, Emaar Properties-Misr and Orascom-Contract. Muhtadi has a bachelor's degree in civil engineering from Enfield College, UK, and an MSc in Construction Management from George Washington University, USA.



Arjen van Elk © Feadship

Arjen van Elk

Resale Manager at Feadship



Arjen van Elk is Resale Manager at Feadship, where he supports clients through the process of reselling their Feadship. With longstanding experience in the maritime sector, Van Elk takes a thoughtful and personal approach to each transaction, ensuring that both buyers and sellers feel well guided. He holds a bachelor's degree in Marketing management from the Amsterdam Business School (HES), providing a solid foundation in customer relations and sales strategy. Van Elk focusses on building lasting relationships, understanding individual needs, and helping ensure the process runs smoothly from start to finish.

Raymond Fargeli

Naval Architect at McFarlane Shipdesign

Naval Architect, structural and hydrodynamics engineer specialising in yacht and ship design. With over a decade of experience, he has delivered technical expertise, engineering solutions, refit projects, and detailed designs for over 50 superyachts, 20 catamaran ferries, and several expedition cruise ships. Currently, he is focused on the detailed design and build supervision of the 108m oceanographic research vessel FLIP, which transitions from a horizontal ship-like position to a vertical floating platform.



Raymond Fargeli © Mc Farlane Shipdesign



Natalie Quévert © Sea Index

Natalie Quévert

Secrétaire Générale SEA Index by Yacht Club de Monaco

Natalie Quévert, Superyacht Eco Association (SEA Index®) General Secretary Project Manager, Yacht Club de Monaco since 2021. Natalie spent 7 years working in yacht brokerage in marketing & eavents. She is also an alumni of Cambridge Institute of Sustainability Leadership Management & FMES (SHEM)



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Feadship Resale—

Custom
Feadships.
Custom
Resale.



Kevin Bodington

CEO & Founder | YachtBuyer

From pioneering online real estate platforms to redefining how people discover and buy yachts, my journey has always been about staying ahead of the curve. With over 30 years of experience building cutting-edge online applications, and more than 15 years immersed in the yachting world, I've blended two passions—technology and problem-solving—into a career that has transformed how yachts are bought, sold, and chartered globally.

As Founder & CEO of YachtBuyer.com, I've led the creation of a media-driven new and used yacht sales platform that's breaking industry norms. In just over two years, we've also built the world's No.1 yachting YouTube channel, with over 550,000 subscribers, and manage numerous social media accounts followed by more than 2 million yachting enthusiasts worldwide.

We developed the first Market & Broker Intelligence System, used by leading brokerages worldwide for over a decade, and integrated it into a client-facing platform with a clear mission: to eliminate fake listings and inaccurate data from the marketplace. By bringing real-time verification and transparency into the sales process, we're helping consumers make confident, informed decisions.

What sets me apart is a relentless focus on innovation with purpose.

Whether launching the UK's first cloud-based real estate CRM, the first online tenant application platform, or complex full-stack e-commerce ecosystems, I've consistently built digital solutions that solve real problems for consumers. My strength lies in fusing deep industry and business knowledge with tech-driven foresight to create ventures that don't just lead—they redefine markets.



Kevin Bodington © Yacht Buyer



Michael Breman © Lürssen

Michael Breman

Sales Director at Lürssen

Michael Breman, the Sales Director at Lürssen Yachts, brings 33 years of experience to the superyacht industry. His expertise and passion for

innovation have been instrumental in Lürssen's continued success and growth in the luxury yacht sector. In our new series, 'This or That', industry specialists face off in a thrilling game of rapid-fire questions, we uncover the personal preferences and insights of the superyacht world's most influential figures. Michael Breman's episode offers a fascinating glimpse into his thoughts on several key topics, including the balance between traditional and radical design, the merits of timeless versus trendy design, and whether Lürssen should focus on expanding in the Middle East or maintaining its global leadership.



Barbara Sanches

Key Account Manager

Passionate about art and communications. Artist and Maritime communications specialist, I have extensive experience in the Offshore Energy sector both in South America and Europe.



Vienna Eleuteri

Saudi Red Sea Authority

Vienna Eleuteri, Vice-President of the Water Revolution Foundation and Senior Advisor to the Saudi Red Sea Authority, received the Trailblazer of the Year award. A sustainability scientist and anthropologist, Vienna has been instrumental in developing transformative maritime practices that align with environmental stewardship and sustainable growth.



Artur Poloczanski

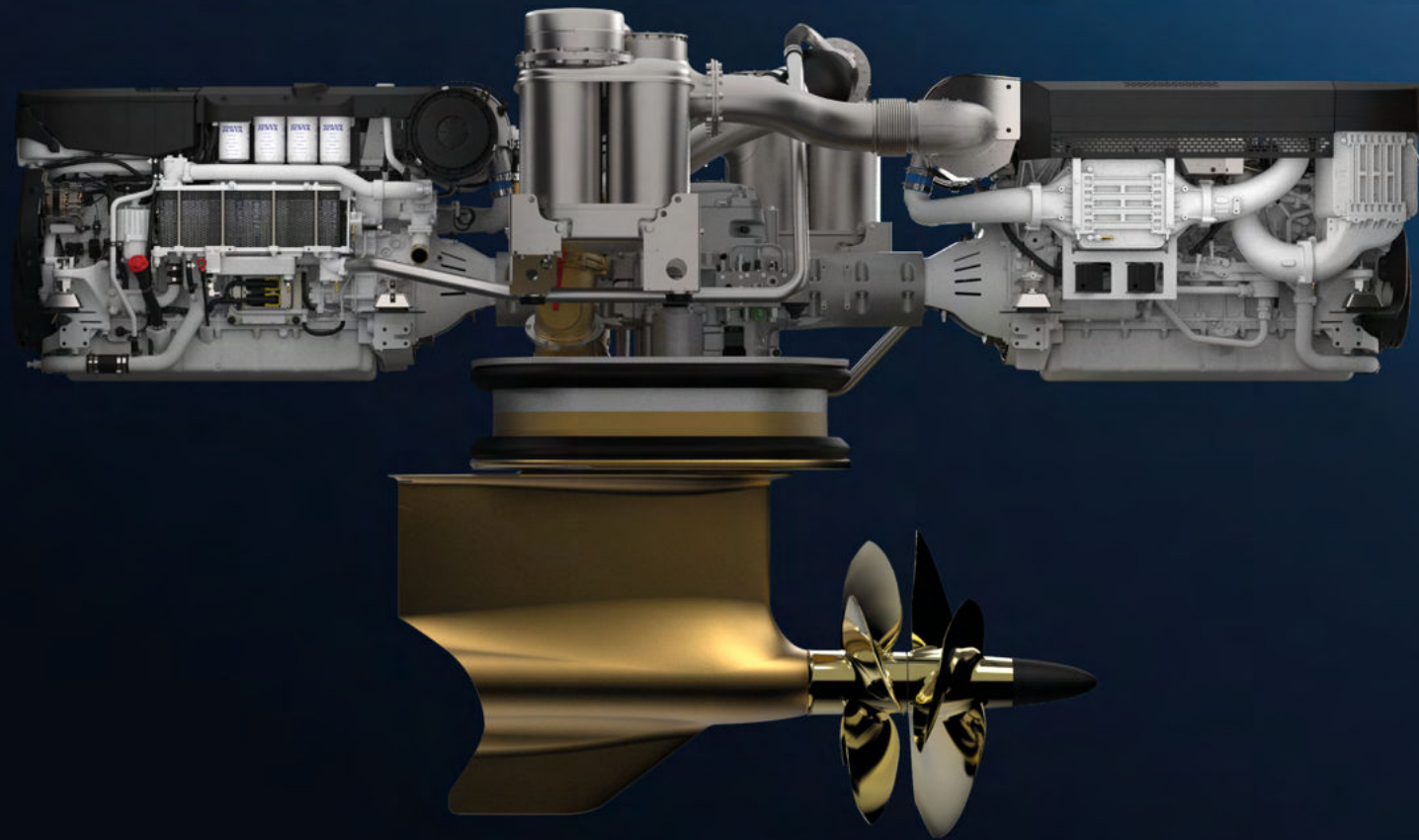
Commercial Director United Kingdom of Sunreef Yacht

Artur holds a pivotal role in shaping the Sunreef Yachts brand image and reputation. On board with the company for over ten years, he has honed his skills in handling press relations, crafting communication strategies, and ensuring a cohesive brand message. His expertise extends beyond traditional PR responsibilities. He actively engages in the creative process, lending his insight and vision to the development of the company's marketing content.

Throughout his tenure at Sunreef Yachts, he has solidified the company's position as a leader in the domain of responsible yachting. He has a deep understanding of the brand's values and has been instrumental in integrating sustainability into the company's core ethos. Passionate about delivering impactful messages, Artur's current focus revolves around promoting the Sunreef Yachts Eco line of sustainable catamarans.



VOLVO PENTA



FROM YACHT TO SUPERYACHT

IPS Professional Platform



www.volvopenta.com

THE SPEAKERS

Nicola Pomi

Vice President Yacht & Superyacht Division, Volvo Penta

Nicola Pomi is a distinguished leader with over 17 years of experience in the professional and pleasure boating industry. He began his career at Volvo Penta's Italian division in 2006 as the Head of the Marine Market, where he progressively ascended through various pivotal roles within the company. Currently, as Vice President of the Yacht & Superyacht Division, Nicola leads the company's initiatives in the luxury marine sector, driving innovation and spearheading global expansion. In September 2021, Nicola broadened his leadership portfolio by joining Azimut Yachts as General Manager. During his tenure, he applied his extensive experience to enhance industrial planning and operational efficiency for the prestigious yacht manufacturer. His time at Azimut enriched his industry perspective, deepening his strategic and operational expertise.

After his tenure at Azimut, Nicola returned to Volvo Penta, bringing his enriched experience back to the company in the role of Vice President, Yacht & Superyacht Division. Today, Nicola is focused on expanding Volvo Penta's presence in the superyacht sector, particularly through the launch of the innovative Ips Professional Platform propulsion system, which aims to penetrate the superyacht market and elevate the company's offering in this



prestigious segment. With an academic foundation in economics and business management from Milan University, along with fluency in multiple languages, Nicola has the ability to navigate and lead within complex international markets effectively. His unwavering commitment to innovation and collaborative excellence continues to shape the future of the yachting industry, solidifying his role as a pivotal figure in its ongoing evolution.

VOLVO PENTA

Séverine Sciortino

Director of the Sanlorenzo Monaco Lounge

Séverine Sciortino, a native of Monaco with a degree in international law, has extensive experience in the yachting industry, with a customer-focused approach. Previously responsible for private clients and public relations at the Monaco Yacht Show, she played a key role in enhancing the customer experience and developing strategic partnerships.

Today, as Director of the Sanlorenzo Monaco Lounge, Séverine puts her expertise and dedication at the service of Sanlorenzo's exclusive clientele, with the aim of not only meeting their expectations, but surpassing them.



SANLORENZO



THE MODERATORS

Prof. Dr. Phil Klaus

Professor of Customer Experience and Strategy - International University of Monaco | Founder Prof. Dr. Phil Klaus Advisory Services, Monaco | President PK Customer Experience Institute | Co-Founder Lexden Luxe

Prof. Dr. Phil Klaus is globally recognized as a pioneering figure in the realm of Customer Experience Strategy and the foremost expert in Ultra High Net Worth Individual (UHNWI) research. His influential work has solidified his position among the World's Top 2% Scientists, as ranked by Stanford University for the last 6 consecutive years from 2019 to 2024. Prof. Klaus is the Chairman of the PK Customer Experience Institute, the founder of Prof. Dr. Phil Klaus Advisory, Monaco, and the innovative force behind Lexden Luxe, a consultancy dedicated to businesses catering to UHNWI clients.

As Professor of Customer Experience Strategy and Management at the International University of Monaco, Prof. Klaus combines academic rigor with practical expertise. He is the bestselling author of "Measuring Customer Experience," a seminal work that has redefined how businesses approach customer satisfaction and loyalty. His award-winning research, celebrated for its impact and innovation, has been featured in numerous books and a wide range of prestigious academic and managerial journals.

Prof. Klaus's extensive experience extends beyond academia into strategic advisory roles, management consultancy, and executive leadership. He maintains an active portfolio of Blue-Chip clients globally, offering expert advice on customer experience strategy, profit enhancement, 'next practice' innovations, and business development. His insights and strategies have earned him accolades as a top CX influencer for the past two years.

In addition to his scholarly achievements, Prof. Klaus's thought leadership is prominently showcased in leading publications such as the Harvard Business Review, Financial Times, and Forbes. His contributions to these publications have provided valuable guidance to managers and executives worldwide. He is a sought-after keynote speaker, known for delivering compelling and insightful presentations at major industry conferences and corporate events. His expertise is also highly valued in executive education, where he designs and delivers programs that equip leaders with the tools to excel in customer experience management.

Prof. Dr. Phil Klaus's unparalleled expertise, combined with his dedication to advancing the field of customer experience and UHNWI research, makes him a vital asset to businesses and academic institutions alike, driving forward the standards of excellence and innovation.



Neity Maddock

Investment Promotion and Trade Delegation Specialist

Neity Maddock is a highly driven International Moderator & Media Anchor professional specializing in inward investment seminars and trade delegations. She has over a decade of international experience which she has gained working in the USA, Hong Kong, Saudi Arabia, Dubai, Malta and India. Neity has a unique blend of expertise related to media broadcasting and corporate events, which include presenting, interviewing CEOs, Ministers and Industrialists. Neity has a unique style of delivering content-rich sessions, engaging multicultural audiences and facilitating speakers. She has a successful track record of working effectively with Diplomatic Missions abroad and high profile foreign delegations such as the Commonwealth Head of Government Heads, 'Eurimages' at the Dubai International Film Festival, CEO Clubs Network, Diplomatic Events at the Embassy of the Republic of Korea in Saudi Arabia, on Board the Royal Yacht Britannia and Moderating high level governmental Panel Discussions for the Dubai International Boat Show. Neity has also worked on freelance assignments for the BBC Middle East Business Report. Neity has been appointed the Brand Ambassador for '20Twenty' a boutique experiential Destination Management Company with a maritime business legacy of five generations in Malta. In her spare time, Neity volunteers with Yacht & Sailing Clubs assisting Race Committees during Regattas. She has contributed to global competitions such as the renowned Rolex Middle Sea Race 2023 & 2024, ILCA Masters 2024 and several other renowned yachting events in Malta. She is also a qualified VHF Radio Operator, licensed by the UK Coastguard and International Maritime Organisation. Neity holds a Master of Arts degree in International Relations from the American University, Washington DC with a dual Bachelors degree in Commerce followed by an LLB degree in Law.



Viktoria Zentai

Co-Founder of DIY - Digital Innovation in Yachting

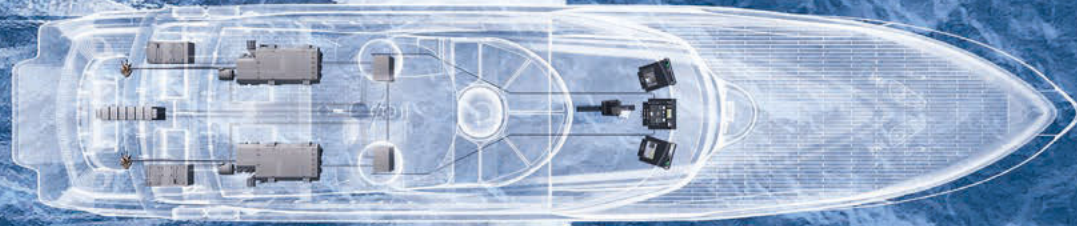
With a background as an accountant and translator, she has honed her skills in data analysis and working in a machine-enhanced work environment, experiencing firsthand the power of transforming raw data into actionable insights. She believes in the immense potential of harnessing data and the urgent need to accelerate digital transformation. However, she also sees a compelling need for a comprehensive industry assessment that leverages the wealth of untapped information within existing systems. Her experience has further highlighted significant gaps in the global understanding of the industry—from industry professionals to yacht owners—which often lead to inefficiencies, frustration, and mistrust. She is convinced that education and open exchange are key to bridging these gaps.



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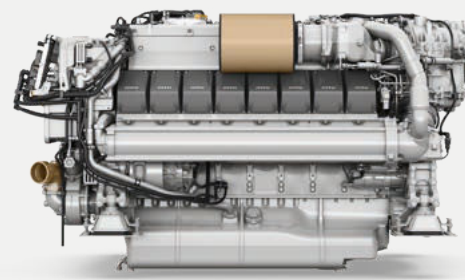




mtu Series 2000 10V M96
Powerrange: 1193 kW (1600 bhp)



mtu Series 2000 12V M96
Powerrange: 1432/1472 kW (1920/1974 bhp)



mtu Series 2000 16V M97
Powerrange: 1939 kW (2600 bhp)

RELIABILITY AND ULTIMATE PERFORMANCE

When we do, you'll know that you have an **mtu** yacht engine which is world renowned for both reliability and ultimate performance. You'll know your yacht is being powered by an engine that isn't only extremely powerful and compact but is also fuel-efficient and cost-effective. An engine characterized by low vibrations and emissions, which makes for an extremely quiet and smooth boating experience.

What's more, you'll benefit from yacht diesel engines and hybrid yacht engines that achieve enhanced power output while keeping the vessel easy to operate and safe to use.

THE SPEAKERS



Tobias Kohl

Director Application Engineering Marine & Offshore

Tobias studied industrial engineering at Ravensburger-Weingarten University of Applied Sciences. When he joined MTU in 2007, he worked in application engineering on propulsion systems and complex solutions for the yacht industry and subsequently headed the application engineering team. Over the last few years, Tobias has been intensively involved in alternative solutions for reducing the CO2 footprint by means of alternative energy sources and increasing efficiency through modern propulsion systems such as hybrids and exhaust aftertreatment solutions. Today, he is responsible for global application engineering for the civil marine industry at Rolls-Royce Solutions in Friedrichshafen, Germany.



Jean-François Guitard

Director General Aviation & Business Development

Jean-François GUITARD has been Director of the General Aviation & Business Development Business Unit of Société des Aéroports de la Côte d'Azur since October 2021. He has been following the development of these training, auditing and management contract or concession activities since 2008. In this capacity, he has had the opportunity to work in various countries on very different airport issues. In addition, for general aviation activities, he supervises the Cannes-Mandelieu and Gulf of Saint-Tropez airports and the development of the Sky Valet Connect franchise. Within Aéroports de la Côte d'Azur, he has since 1991 assumed multiple activities in the field of marketing, general administration, responsibility for the management of the company's governance bodies, institutional representation activities and supervision of the Sustainable Development Department. Jean-François GUITARD holds a PhD in transportation law and an Executive MBA from HEC Paris.



Luca Rizzotti

Naval Architect & Founder of The Foiling Organization

Luca Rizzotti is the founder and president of Foiling Week™ and the Foiling Organization, dedicated to advancing innovation, sustainability, and inclusivity in foiling and maritime activities. Foiling Week is the leading global event for the foiling community, while the Foiling Organization drives year-round initiatives to promote sustainable development, education, and technological progress in foiling and beyond. Through his work, Luca has united athletes, engineers, and industry leaders, creating a platform that fosters collaboration and accelerates the adoption of environmentally friendly practices across the maritime sector.



Arne Müller

ADCO Technik GmbH



Arne Müller, specialist for adhesive bonding and application processes is experienced in varied branches of industry. Studied mechanical engineering at Dresden University of Technology in 2010 where he focused on joining technologies. Finalized his profession with degrees as welding engineer and adhesive engineer (EAE). As project engineer for gluing, he worked for Krone commercial vehicles company for over three years. Later he stepped into Automotive industry and took over the position as global expert for adhesive bonding processes at Webasto. Standardizing bonding processes for worldwide sunroof manufacturing plants and developing bonding applications for inhouse battery production. For almost three decades Arne have been grown up with ADCO Technik company as his family's business and adopted its passion for delivering highest quality for gluing and special glazing from an early age. Today Arne supports several research and development projects by consulting adhesive and material topics and realizing structural glazing for Mega-Yachts.



Ra'anan Ben Zur

Developer and CEO

Ra'anan Ben Zur is an entrepreneur with extensive expertise in hotel redevelopment and large-scale construction projects. Beginning in Atlanta in 1993, he transformed undervalued hotel properties into high-value assets, generating remarkable returns, including a 70% IRR on equity during early ventures. His strategic approach included securing partnerships, such as a joint venture with the Harvard Endowment Fund, and rebranding properties to maximize value. Notable achievements include the redevelopment of the Radisson JFK into a DoubleTree Hotel and



the La Torretta Resort in Texas, a \$140 million project recognized as one of the best resorts in Texas by Condé Nast Readers' Choice Awards. Ben Zur's ability to navigate construction challenges and deliver exceptional quality on time and within budget has set him apart. Ben Zur has led groundbreaking initiatives such as converting a Florida hotel into a highly successful vacation condominium project and has been involved with several other successful complete hotel rehabilitations and renovations. Ben Zur channels his extensive experience into his current endeavors, focusing on the development of ultra-luxurious, high-end properties designed to meet growing market demand.



SPECIALIST FOR GLASS,
GLUE AND SEALING



ADCO TECHNIK GMBH, established in 1997, has become a well-established global leader in the industry. Partnering with elite clients in the superyacht and shipbuilding sectors, ADCO delivers state-of-the-art, custom solutions of the highest quality worldwide.

ADCO specializes in providing comprehensive, tailor-made glazing solutions:

- » Custom glass design
- » Glass structural analysis and calculations
- » Supply of various glass products, including security glass, laminated glass, curved glass, heated glass, fire-resistant glass, bulletproof glass, and more
- » Versatile LED Glass Floors for sports, events, and other activities
- » Advanced elastic glass bonding, with expertise in epoxy, polyurethane, and silicone-based bonding, as well as specialized glass processing techniques

As a full-service provider, **ADCO** manages all aspects of the process, from technical consulting and planning to on-site project execution.

Using glass in the premium segment demands innovative thinking. **ADCO** consistently proves its capabilities through ongoing product development and patented solutions. **ADCO's** engineers carefully evaluate design concepts and calculations to optimize the use of resources. Additionally, ADCO manages the handling of oversized and heavy glass, with pieces weighing up to 3.5 tons, in-house.

Collaboration with glass manufacturers and the chemical industry, along with a specialized quality management system for yachts, ensures **ADCO** maintains its high standards. This commitment to excellence is further reinforced by the company's internal certification according to DIN EN ISO 9001:2015. As expected, many of the world's top 130 mega yachts have been outfitted by **ADCO TECHNIK GMBH**.

Feel free to reach out to us with your inquiries, and we'll get back to you shortly.

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Francis Lapp

Founder and President



The Founder and President of Sunreef Yachts, a shipyard specialized in bespoke catamaran manufacturing, based in Gdansk, Poland. In 2003 he launched the world's first luxury catamaran with a flybridge, thus setting a new trend in the yachting industry. His creative approach to multihulls has led him to introduce pioneering solutions, taking catamarans to new levels of sustainability, beauty and technical excellence. Today, his company employs over 2000 people and leads the way in environmentally responsible yachting, by offering a full range of solar sail and power luxury yachts. The Sunreef Yachts Eco catamarans boast a 360° approach to sustainable yachting with a revolutionary composite-integrated solar power system, electric propulsion, hydro-generation, energy-efficient air-conditioning and ethically-sourced finishing materials. Currently, Sunreef Yachts is building the world's largest electric superyacht-catamaran, the Sunreef 43M Eco.



Manuel Bianchi

Global Head of Sales

Since joining Wealth-X in 2010, Manuel has been instrumental in establishing and expanding the company's client base across EMEA and APAC regions. His strategic vision and leadership propelled him to the position of Global Head of Sales, where he oversaw the company's commercial strategies and operations. Under his guidance, Wealth-X experienced significant growth, solidifying its reputation as a premier provider of wealth intelligence. Following the integration of Wealth-X into Altrata, Manuel assumed the role of Senior Vice President



and Global Head of Sales. In this capacity, he leads a global team responsible for sales and account management across diverse sectors, including financial and professional

services, luxury, executive search, legal, non-profit, and education. Manuel's expertise has been pivotal in driving Altrata's mission to deliver comprehensive data and intelligence on the wealthy and influential.

Before his tenure at Wealth-X and Altrata, Manuel earned a Master's degree in Hospitality Management in Central Switzerland and contributed to CRM and sales initiatives at World-Check, a leading KYC and compliance solution provider. Born in Lugano, Switzerland, he has served as a Sergeant First Class in the Swiss Armed Forces and is a proud father of two boys.



Victorien Erussard

Founder of Energy Observer



Aboard the boat, skippers and bosuns guide the expedition embarked on by this extraordinary vessel; mechanics, technicians and engineers ensure the on-board systems perform well, whilst the reporters and cameramen document the stopovers and share Energy Observer's encounters with advocates for change. Over time, the Energy Observer project has become a genuine advocate for change by creating its own research and development firm, Energy Observer Developments. Its objective? To use these years of navigational expertise and the knowledge acquired by its engineers to design, assemble and distribute zero-emission energy systems on an industrial scale. Here, where the vessel is testing these technologies in extreme conditions, EODev (Energy Observer Developments) is responsible for rolling them out on a grand scale, thus making them accessible to all.



Patrick Ferri

Project Manager - Technology Development

Graduated in mechanical engineering from the University of Technology of Compiègne in the early 90s, Patrick began his career in aviation with a patent for hydraulic braking of airliners. He then worked on ultradeep submarine design before joining SBM Offshore nearly 30 years ago. Patrick's career includes diverse experience in piping engineering, construction sites in the Middle East and Far East, and roles as Concept Development Manager and Proposals Department Manager. In the concept department, Patrick led



projects in various countries, enriching himself through diverse cultures and skills. Passionate about innovation, Patrick became Project Manager in new energies, developing energy storage concepts and studying PEM and SOFC fuel cells. His study on blue ammonia offshore production provided significant insights into new energy trends. Recently, Patrick led the EPCI project of a 100% green hydrogen generator prototype in Monaco, supplying the entire MEBC2024.



THE SPEAKERS

Giovanna Vitelli

Chairwoman at Azimut Benetti

AZIMUT | BENETTI
GROUP

Since 2000, Giovanna Vitelli has been a member of the Board of Directors of Azimut|Benetti SpA. From 2004, she has intensified his active participation in the family business with a focus on corporate strategy and product development, reaching the position of Deputy – Executive Chairman with direction on new model development and Group R&D.

It is her contribution the opening towards external designers and the drive towards innovative propulsive solutions, managing to combine, with a concrete approach, “what is possible now”, with a strong ambition for the future of sustainable yachting. Since March 2023 she is Chair of the Group.

The passion for yachting and the will to work actively to promote a positive development of this industry in Italy and Europe, lead her to take part in the Board of Directors of Marina di Varazze S.r.l., a company dedicated to the construction and management of the tourist port of Varazze and of Lusben Varazze Srl, a company dedicated to the refit&repair of yachts. Giovanna Vitelli also sits in the executive committee of Boot Messe Düsseldorf, which manages the organization of the Messe Düsseldorf International Boat Show and is Vice President of Sybass, the international association of large megayacht manufacturers.

She is dedicated to the promotion of Made in Italy around the world, not only as Chair of Azimut|Benetti, whose yachts are an epitome of elegance and style typically associated with the excellence of our Country, but also as Vice President of the Foundation Altagamma, which brings together the companies of the high Italian cultural and creative industry, ambassadors of Italian style in the world.

She is a member of the Board of Directors of Breithorn Srl, a company dedicated to the management of the Grand Hotel des Alpes in Chamonix, the Hotellerie de Masegnaz and the Hotel Breithorn in Champoluc (Aosta). Member of the Board of Directors of Buzzi Unicem Spa, an Italian multinational company specialized in the production of cement and concrete.



Giovanna Vitelli © Azimut Benetti



Edouard Mousny © Gordon Blair Law Offices

Edouard Mousny

Partner at Gordon Blair Law Offices

Edouard specialises in the purchase and sale, construction, financing, chartering and registration of large yachts and vessels. As such, he has extensive experience of representing clients in relation to all aspects of the maritime industry. He has furthermore a substantial international and domestic corporate and contractual expertise. His practice spans many sectors, including shipping, yachting, energy/oil and gas, chemicals and life sciences. He currently serves as Vice-President of the Monaco Yachting Cluster.

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THE SPEAKERS



Tomasz Lipski

President of International Sailing Schools Association (ISSA)



Serving as the Director of Operations at the International Sailing Schools Association (ISSA), Tomasz Lipski has been featured in interviews discussing insights about the sailing industry and the association's initiatives.

President of International Sailing Schools Association since 2019

Active in yachting for 30 years.

Involved in sailing education for 20 years (by standards of Polish Ministry of Sports, Royal Yachting Association and ISSA)

Co-founder of a number of local sailing associations/ clubs.

Michelle Van Der Merwe

Superyacht Account Manager at Pantaenius

Michelle started her insurance career over 20 years ago as a claims handler in corporate private medical insurance in the UK. After 13 years of working in medical claims, eventually becoming Health Claims Manager for AIG in London, she made a life changing decision to move to the South of France and very fortunately found a position within the English Superyacht team in Pantaenius Monaco, providing superyacht and crew insurance to English speaking clients. Nine years later she now manages the team and is still motivated every day to provide the best possible service to our clients.



PANTAENIUS
YACHT INSURANCE



Szilard Czibere

MEBC Project Manager at Yacht Club de Monaco

After gaining experience in the marine industry by contributing to the development of Denmark's first autonomous ferry, Szilard joined the Yacht Club de Monaco as Development Manager.



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THE SPEAKERS



Carlo Vinelli © Isle of Man

Carlo Vinelli

Superyacht Business Development
and Newbuild Coordinateur

His current role within the Ship Registry is primarily focused on the development of the REG Yacht Code, as part of the Red Ensign Group team, and certification of new buildings in progress, as well as supporting the REG RO Oversight Program to liaise with the main Classification Societies.



Jo Assael

Yachts Commercial Director at International Registries Inc.

Jo Assael has over two decades of experience in yacht management, regulation, construction, and operations. As Yachts Commercial Director for the Marshall Islands Registry, his deep understanding of global yachting trends and developments has contributed to the register growing to over 1,000 yachts.



Jo Assael © IRI



Michale St. Pierre © Princess Yachts Monaco

Michael St. Pierre

Yacht Broker

Michael St. Pierre is a yacht broker at Princess Yachts Monaco, specializing in the sale of new Princess Yachts and brokerage transactions. With over 10 years of experience in yachting sales and marketing, he has built a strong network of clients and industry professionals. Michael provides expert guidance to buyers and sellers, ensuring seamless transactions in the luxury yacht market. His deep industry knowledge, strategic approach, and commitment to excellence make him a trusted partner for those looking to buy or sell high-end yachts.



Olivier Wenden

Vice-Président et Administrateur délégué
de la Fondation Prince Albert II de Monaco



In 2019, Olivier Wenden was appointed by HSH Prince Albert II of Monaco, Vice-President and CEO of the Prince Albert II of Monaco Foundation. Prior to this, he served as the Foundation's Executive Director and Secretary General from 2014.

Instrumental in the international growth of the Foundation and its fundraising strategy, Olivier has developed active partnerships with the private sector and overseen the launch of its science-based and innovative programmes.

A born diplomat and nature lover, Olivier has always been interested in international affairs and sustainable development. After graduating from the Institut d'Etudes Politiques de Bordeaux - Sciences Po Bordeaux, Olivier completed a trilingual Masters program in international trade at the University of Paris Sorbonne Nouvelle.

On returning to Monaco, he held key positions in the Parliament, serving as Chief of Staff and international affairs Advisor to the President.



Jeff Buttler

Founder and Editor-in-Chief of Plugboats

Jeff Butler is the founder and editor-in-chief of Plugboats, the leading publication dedicated to the world of electric boating. Driven by a deep commitment to sustainable innovation, Jeff launched Plugboats with a clear mission: to promote electricity as the future power source for all modes of transportation—especially on the water. While not a traditional “boat enthusiast,” Jeff owns a few boats himself, including an inboard-outboard, an outboard, and a classic vintage motor. His passion lies not in the vessels themselves, but in

their potential to help transition away from fossil fuels toward clean, silent, and carbon-free propulsion. Since its inception, Plugboats has grown into a go-to



resource for anyone interested in electric marine technology. The platform covers a wide spectrum of topics—from pleasure crafts and electric jetskis to ferries, cruise ships, and cargo vessels. If it runs on electricity, you'll find it on Plugboats.

Jeff started Plugboats at a time when electric boats were still met with skepticism. Today, he engages with a growing global community of engineers, entrepreneurs, manufacturers, and enthusiasts who share his belief in the promise of electric boating.

In addition to publishing news and insights, Jeff encourages interaction with the Plugboats community through comments, social media, and direct contact. While Plugboats doesn't offer electric refitting services, Jeff is happy to help point readers in the right direction whenever possible.



Jeremie Lagarrigue

CEO of EODev



Consecrated French catamaran champion at 17, then world champion in 2013, he's not just a dream chaser. He's a doer. At 16, he filed a patent on the combustion engine - which led to him being recruited by Ducati - before embarking on his career with PSA. But the Var-born engineer could never resist the call of the open sea. In 2008, he was part of the crew that set the world speed record on l'Hydroptère, an extraordinary sailing boat that flies over the ocean using cutting-edge technologies. On this



occasion, he sealed a decisive meeting with Geneva banker Thierry Lombard (Lombard Odier), who entrusted him with the helm of Hydros, an entity specialized in the energy efficiency of boats and owner of l'Hydroptère. A keen innovator and challenge taker, Jérémie Lagarrigue embarked on the project, but ended the adventure in the wake of the acquisition of Hydros by Dubai-based Enata Industries, one of the world leaders in composite structures for the yachting, aeronautics and space industries. Unflaggingly keen to combine his two passions, racing and maritime innovation, he can count on a network of racing and sailing enthusiasts to give new impetus to his career.

Matteo Testa

Yachts Commercial Director at International Registries Inc.

Matteo Testa is a technical superintendent with over 15 years of experience in the construction, refit, and management of large yachts and research vessels. He has worked with leading shipyards including Lürssen, Amels, Benetti, CRN, Perini Navi, and Admiral, playing a key role in the launch and delivery of several iconic yachts. With deep expertise in technical oversight, regulatory compliance, and fleet operations, Matteo brings precision, structure, and Owner-focused project leadership to every stage of a build or refit. He has also collaborated with top management firms and consultancies on complex, high-value projects.



Matteo Testa © H2O MARITIME

He currently operates as an independent surveyor, consulting for well-reputed firms across the marine industry.

Driven by a passion for sport, sustainability, and the ocean, Matteo has recently launched a new concept merging yachting with adventure travel and elite sporting experiences for UHNWI — inspired by his background as a triathlete, outdoor explorer, and event specialist.

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Matty Zadnikar

Founder & Executive Chairman of SeaNet

Matty Zadnikar is a Belgian serial entrepreneur and passionate yachtsman, renowned for founding SeaNet Superyachts, where he serves as Founder & Executive Chairman. His journey into the maritime world is deeply personal, having spent over 30 years sailing and owning various yachts. This hands-on experience has provided him with invaluable insights into the intricacies



of yacht ownership and management. Before venturing into the yachting industry, Matty established and led Z-Safety Services, a company specializing in industrial safety solutions for the oil and gas sector. Under his leadership, Z-Safety Services flourished, offering comprehensive safety equipment for hire and trained personnel. In 2013, after successfully selling the company, Matty redirected his entrepreneurial spirit towards his lifelong passion for yachting. Identifying a gap in the European market for a more accessible and efficient yacht ownership model, Matty founded SeaNet Superyachts in 2016. The company introduces a co-ownership system that allows up to four individuals to share the acquisition and operational costs of luxury yachts, specifically partnering

with the esteemed Italian shipbuilder Benetti. This innovative approach not only makes yacht ownership more attainable but also addresses common challenges such as high maintenance costs and complex management responsibilities. Matty's commitment to excellence is evident in his personal investments; he owns two Benetti yachts in Europe, reflecting his confidence in the brand's quality and his dedication to the yachting lifestyle. His leadership at SeaNet Superyachts is characterized by a blend of personal experience and professional acumen, ensuring that clients receive unparalleled service and expertise. Beyond his business endeavors, Matty is an advocate for the joys of yachting, often sharing his experiences to inspire others to explore the seas. His vision for SeaNet Europe extends beyond business success; he aims to cultivate a community where yacht ownership is synonymous with pleasure, ease, and shared experiences.



SeaNet
SUPERYACHTS



Laurent Rousillon

CEO of MYSEA

Originally from Paris, Laurent moved to the French Riviera and started his career as a yacht agent, managing all the needs of yachts who made Monaco a port of call during charters. With a growing understanding of what it takes to make an exceptional charter and an eye for a gap in the market, Laurent founded MYSEA in 2005. Since then, Laurent has made his mark on the industry, joining likeminded individuals to found the Cluster Yachting Monaco Association, and as a board member on MYBA. His commitment to bettering the yachting experience and preserving the industry for future generations has made MYSEA the innovative brokerage that it is today.

Janet Xanthopoulos

Director - Head of Yacht and Aviation Department

Meeet Janet, a dynamic professional with an international pedigree and a wealth of expertise in the yachting and aviation sectors. Armed with two Master's degree in International/European and Maritime Law, Janet's journey into the world of luxury yachting began. With over two decades of hands-on experience spanning Europe, US and Asia, Janet has honed her skills and risen to prominence as a respected figure in the industry. As an Arbitrator for the International Yacht Arbitration Council (IYAC), Ambassador of Monaco Capital of Advanced Yachting and a proud member / ex member of the board of esteemed yachting associations such as IYBA, ECPY and Cluster Yachting Monaco, Janet embodies excellence and dedication in her field. Throughout her career, Janet has held pivotal roles, including creating and heading up yacht departments for prominent companies based in Luxembourg and Monaco. Her multifaceted background in law, finance, and commerce, coupled with her practical insights into yachting and aviation operations, uniquely positions her to deliver bespoke services of the highest standards. In her current role as Director & Head of the Yachting

and Aviation Department, Janet leads a seasoned team of professionals, offering comprehensive support to Ultra High Net Worth Individuals (UHNWI) at every stage of their ownership journey. From acquisition and construction to sale, Janet's team provides meticulous attention to detail, addressing clients' needs in structuring, legal compliance, taxation, financing, registration, insurance, crewing, and day-to-day administration. Janet's influence extends beyond her professional endeavors. She has played a pivotal role in the development of the Yacht Engaged in Trade (YET) program, collaborating with prestigious registries such as the Marshall Islands, Cayman Islands, and Bermuda to establish their own initiatives. Widely regarded as an authority in the yachting world, Janet is a sought-after speaker at industry conferences and has contributed her expertise to publications like the Super Yacht Industry Book, and The Law of Yachting notably penning the VAT and Tax Chapter. With her unwavering commitment to excellence and her passion for advancing the yachting and aviation sectors, Janet continues to leave an indelible mark on the global stage, shaping the future of luxury travel and leisure.



THE SPEAKERS



Nicolas Boulet

Chief Executive Officer of WISAMO from Michelin Group

With a confirmed experience in maritime areas and sailing, Nicolas Boulet is acting as Chief Executive Officer of WISAMO from Michelin Group.

Holding a MSc degree in Naval and Maritime Engineering, Nicolas uses his competencies combining technical and commercial backgrounds with the ambition to bring WISAMO innovative solution to the yachting market.



Kostas Papadakis

Business Development Manager/
Commercial Director/Decarbonisation Manager

Kostas Papadakis served at sea for 11 years as Marine Engineer and he holds a B.Eng (Honours) in Mechanical and Marine Engineering from Liverpool John Moore University. He also holds a Post Graduate Certificate in Learning and Teaching (PGCLT) and a Post Graduate Certificate in Engineering Design (PGSC). He was a private surveyor for 4 years in Liverpool and then he became Senior Lecturer at Warsash Maritime Academy, Southampton. In 2006 he joined the Classification Sector and since 2016 works for DNV, the biggest Classification Society as Business Development Manager/Commercial Director/Decarbonisation Manager.



Kostas Papadakis © DNV



Werner Perl © Dynamic Nord

Werner Perl

Manager Sailing at Dynamic Nord

Werner Perl, born in 1967, is a graduate engineer in textile and leather processing. His industry expertise is based on experience in the Asian clothing manufacturing market, in military special forces clothing and innovative sustainability projects in the outdoor sports market. The passion for sailing and boating is reflected in his focus on current project topics, striving to revolutionize clothing in yachting and sailing with innovative ideas and a sustainable philosophy.



THE SPEAKERS

Espen Øeino

Designer

Espen Øeino, born in Oslo, Sweden, is one of the world's foremost yacht designers, celebrated for his groundbreaking contributions to luxury yacht design and innovation. With a deep-rooted passion for boats, Espen was inspired by a rich family legacy, spanning five generations, of river boat builders.

He pursued his formal education in naval architecture and offshore engineering at Strathclyde University in Glasgow, Scotland, where he laid the foundation for what would become an extraordinary career in marine design.

Espen began his professional journey at the prestigious design studio of Martin Francis

Today, Espen Øeino is a globally recognized name in the world of superyachts. His innovative and elegant designs are known for pushing the limits of what's possible on the open seas, creating vessels that are as technologically advanced as they are visually stunning.



Espen Øeino © Guillaume Plisson

Antonio Costamante

Project Manager and Quality Surveyor

A Project Manager and Quality Surveyor in yacht fit-out & refit, ultra-light weight yacht interiors materials & construction technology, luxury custom made interiors. Sustainable development consultant. Independent consultant since 2003, established in France since 2008, established in Monaco since 2023. Independent consultant and Executive Consultant of AIM Yacht Interiors Ltd. - Engineering & Management (Malta) (www.aim-yacht-interiors.com), company specialized in project management and engineering in superyacht interior fit-out and refit.



© Antonio Costamante



Lynn Villadolid

Founder & CEO of Lifestyle Capital Partners



Lynne Villadolid © Lifestyle Capital Partners

Lynn has over 25 years of experience in investment banking, consulting for ultra-luxury goods and services, private wealth management and hospitality real estate. She has managed highly successful hospitality and real estate sales teams at some of the best-in-class holiday resorts before founding LCP in 2014. She helmed a team that sold the most in financing and luxury real estate as Managing Director at Soneva (formerly Six Senses) Private Residences. Lynn's many years of success within the fields she operates are complemented by the influential connections she has garnered and fostered. Her authenticity is proven through a track record among international projects within branded real estate and wellbeing. Lynn holds an MBA from Harvard Business School, focusing on entrepreneurial finance and management. Her combined intuitive business mind and strategic thinking have leveraged countless clients and provided opportunities at various stages of their business journeys



Patrick Coote

VP Marketing & Brand Superyacht Division at MarineMax

Patrick has built a highly successful career by combining two of his greatest passions; marketing and superyachts. With an impressive track record spanning more than 30 years, he's held Board-level positions within a range of companies that span superyacht brokerage, yacht management, crew placement, yacht design, naval architecture, engineering and yacht construction, as well as refits, marina management, yacht finance, yacht insurance, boat show management and yachting media. He's been responsible for the brand



Patrick Coote © MarineMax

strategies of some of the biggest names in the industry, helping to build brands such as Boat International, Fraser, Azimut Benetti, Lusben, Porto Montenegro and Vripack. Patrick spent 4 years as the Managing Director of Blohm+Voss

in Monaco, before being appointed Managing Director of Northrop & Johnson Europe and is now VP of the parent Group, MarineMax.



Guillaume Perben

CEO of Composite Recycling



Guillaume Perben © Composite Recycling

Having grown up by the Mediterranean Sea, Guillaume has always been an avid sailor, enjoying both competitive sailing and holiday trips with his children and wife on the family sailboat. After studying business administration in Europe, the US and Japan, he joined the Ford Motor Company where he held positions in Sales, Finance, Marketing and Business Development in Europe, Latin America and Asia Pacific, managing teams globally. He then founded his own consulting firms, first in New Caledonia and then in Switzerland, with a focus on business development and restructuring businesses across a variety of industries, including cleantech and waste management. His passion for sailing, his extensive network in the nautical industry, and his awareness of the lack of a viable solution for recycling the fiberglass hulls of end-of-life sailboats led him to co-found Composite Recycling in 2021.



Rodi Basso

CEO of E1 Series

Rodi is an Aerospace Engineer who started his career at NASA Goddard Centre in Greenbelt (USA) by implementing new electronic technologies for on-board satellite data intelligence. He then focused on Race Engineering in Formula 1: Five F1 world championships won in Scuderia Ferrari between 2000 and 2005. Three years in Redbull Racing where he contributed to the first podium (Monaco 2006) and the foundation of the future Redbull successes. Afterwards, he moved his interests into Technology Business Performance covering business development and managing director roles in Magneti Marelli and McLaren Group. Today, Rodi is the CEO and co-founder of the E1 World Championship with Alejandro Agag, founder of Formula E and Extreme E. The E1 is the only world electric powerboat series aiming to disrupt the Entertainment Industry and accelerate the electrification of the Marine Industry. Rodi is also involved in advisory roles for Tech Companies, Universities and enjoys be part of thought leadership conferences.



Rodi Basso © E1 Series

Philippe Briand

Yacht Designer and Naval Architect

Philippe began his career in La Rochelle, France as a dinghy sailor at the tender age of 9. He designed his first sailing yacht when he was just 16 years old. By the age of 17 he had developed a considerable amount of series yachts and was sailing his own designs. Over the following decades Philippe grew into a skilled and talented helmsman winning several World Championships, including the Half Ton Cup and the One Ton Cup during the 1980's. His success as a sailor led him to both design and race for the world famous America's Cup. This esteemed race is often described as the yacht designers Everest and Philippe went on to design a total of 8 America's Cup yachts from 1986 to 2000, including winners such as "French Kiss" and "Ville de Paris". In 2003 Briand's design of the "Mari-Cha IV" proved to be the fastest monohull in the world after the boat broke the trans-Atlantic world record, crossing the ocean in 6 days, 17 hours, 52 minutes. Her success has lead to an iconic status and she has become an industry acknowledged benchmark for other super yachts.



© Philippe Briand

PHILIPPE BRIAND Mari-Cha III was Philippe's first foray into the world of super yachts. She was the first of his designs to combine speed, comfort and size. The evolution of boat design has continued towards larger yachts with more volume. The demand for boats that not only are raced in regattas but are also used by owners as private holiday retreats has somewhat increased. Throughout his career Philippe has become known for his expertise in designing streamlined, fast hulls. For Philippe, sea worthiness is the essence of naval architecture and thus the essential requirement in yacht design is the hull. Philippe firmly believes expertise is not only an accentuation of experience; to build on experience only would lead to a tunnel vision. Therefore all custom yachts are tank tested and if required submitted to wind tunnel testing. Philippe's designs have won 'Design of the Year' award three times and to date more than 12,000 Philippe Briand designed yachts have been produced. The only naval architect to combine both designing and racing yachts, Philippe's long and successful career is renowned and he is widely respected within the design industry.



David Seal © Yacht for Sale

David Seal

Fonder and CEO

David is recognised as the first yacht broker to use YouTube extensively in his marketing efforts. His "Yachts For Sale", "Yachts For Charter" and "Yacht Builders" channels are the most watched brokerage channels online by a large margin, and are licensed by Fraser Yachts and Northrop & Johnson under the Marine Max SuperYachts Division umbrella. In 2024 David also started the "Yacht Broker Master Class" online course for individuals wishing to learn how to be a yacht broker. This course has since become a part of Monaco Yacht Club's La Belle Classe Academy, and has assisted multiple individuals to achieve their dream.



Engel-Jan de Boer

Global Yacht Segment Director



Engel joined LR in 1996 in London. Following the completion of the LR graduate training scheme he went on to hold a variety of technical and business development roles in North Europe and abroad as ship surveyor, TSO Manager and Commercial Manager. Engel has been co-ordinating the yacht segment from commercial, technical, and marketing point of view including representing LR during industry and governmental meetings since the year 2000. He is always looking for solutions and driving LR forward.



Avv Stefano Comisi

Tax, Regulatory, Compliance, Insurance
Lawyer at Armella & Associati

A lawyer registered with the Genoa Lawyers Association, he studied at the University of Genoa and at the Università Cattolica in Milan, where he specialized in international indirect taxation. He has worked with leading national tax law firms and, since 2019, has been collaborating with Armella & Associati, where he became a partner in 2024. He provides consultancy and assistance in tax and customs law. He is the author of numerous articles and



publications, particularly in the fields of yachting, VAT, excise duties, and customs, and regularly teaches in seminars and training courses on tax matters.

He is a member of the Excise Working Group of the Italian Section of the International Chamber of Commerce and sits on the board of Greenlane, an association of top international law firms specialized in customs law.



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