



LATEST TRENDS IN SUPERYACHTS: A LEGAL PERSPECTIVE
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Content

Technology and digitisation

Fractional ownership

Alternative financing



Tech and digitisation

Has blockchain hit Superyachts yet?

Is the industry too small (in terms of pure volume) for blockchain to play a big part of this industry's future?

What use cases have been seen so far?



Cryptocurrencies



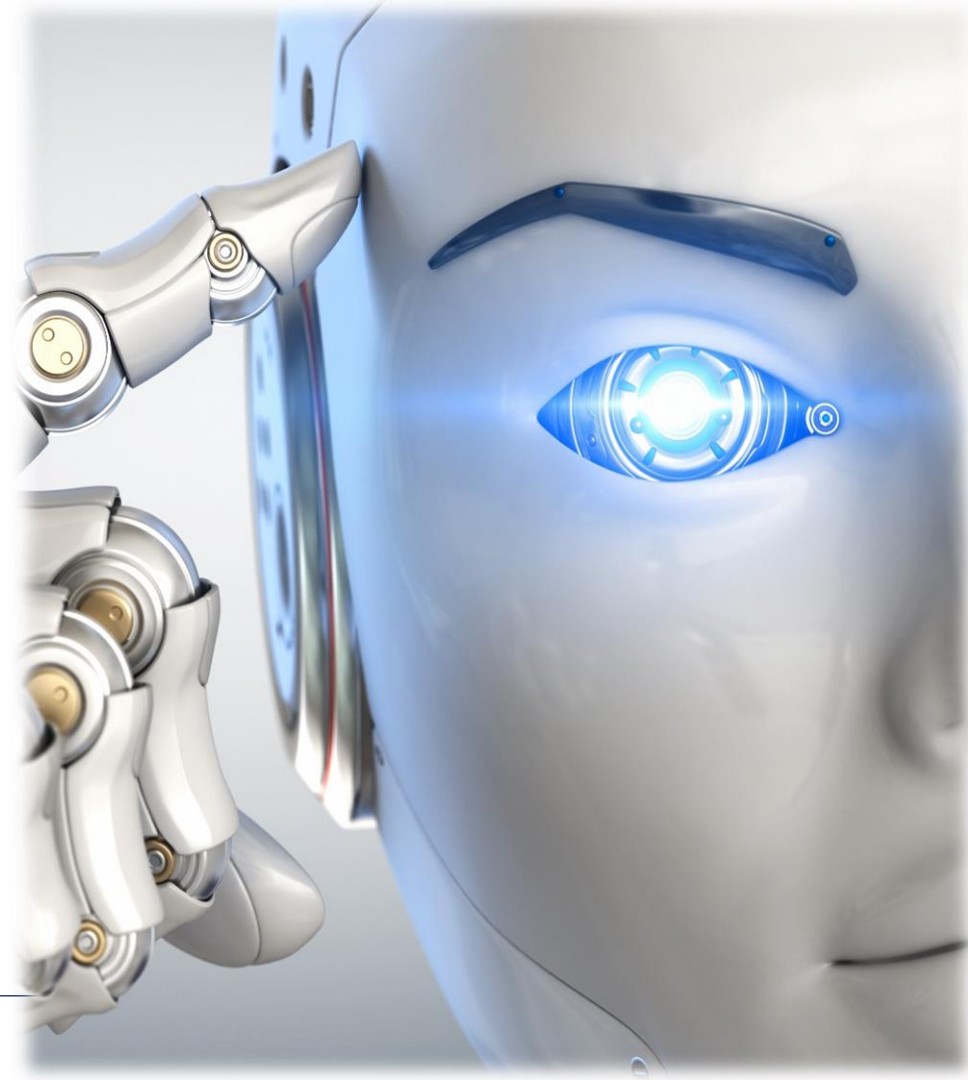
Chartering
(OceanScape)



Settling of payments
(Boatsters)

Tech and digitisation

- > Artificial Intelligence
 - > Toy Tech
 - > Build Tech
 - > Management Tech
- > What data are you processing?
- > Whose data are you processing?
- > Where are you gathering it, storing it, using it?



Tech and digitisation

What else can blockchain do for the superyacht industry?



Asset ownership and finance

Classification and compliance

Tokenisation

Fractional ownership

→ Not a new concept

- > Timeshare option
- > Asset ownership

→ The right vessel and the right customer are key

- > Vessel sizes
- > Vessel running costs
- > Transparency of management and operation

(an interesting documentary matrix – caveat emptor)



Alternative financing



It's not about the money for an owner



But it is for the service provider

→ Yachts are not the only "asset" requiring financing for the industry to thrive

→ Marina financing

- > Getting away from the corporate credit model
- > Raising money for water
- > Creativity required (find an income generating asset)
- > Securitisation is an option

Thank you

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