



SENTIENT

YACHTING



**Where safe custody, effective
management and compliance
remain a priority.**

OUR SENSE. YOUR FUTURE.



With a heritage going back over 35 years, we have become recognised for our depth of knowledge and experience and have gained a reputation for offering market leading, bespoke international business solutions.

Not only do we offer a wide range of services that are efficient, flexible and cost effective, our team of experienced professionals offer complete in-house expertise in a number of niche industry sectors.

Whether you require guidance on the best solution to meet a specific set of objectives, assistance with corporate structuring, direction in choosing the most effective jurisdiction for a particular transaction, or support with the ongoing management and administration of a structure; we can help.

With a comprehensive range of services, from full service development through to back office functionality, our clients know that they are in the hands of a professional and reliable service provider.

Owning and operating any type of vessel can be complex and requires significant attention to a number of considerations. With a comprehensive understanding of the yachting industry, our yachting team have been assisting owners and their representatives in understanding the diverse requirements associated with the ownership, registration and management of a range of vessels for many years.

In an age of increased litigation, experts recommend that ownership of a high value asset that moves from country to country, exposing itself to differing jurisdictions' legislative requirements and tax laws, is owned by a corporate structure rather than in an individual's name. The corporate structure affords the advantage of segregating the inherent risk involved as well as providing privacy of ownership.

Whether for pleasure or commercial use, a yacht is a significant investment made up of time, effort and money. Giving consideration to how and where a vessel will be used is important, in order to ascertain any tax or VAT exposures, whether the asset is intended to generate income and subsequently whether tailored tax planning could offer any fiscal benefits and/or minimise any liabilities. Questions owners should ask themselves include:

- What type of entity should I use?
- Will the use of a corporate entity offer me more privacy?
- Will my vessel be used on a pleasure only basis or will it be made available for charter?
- Where do I intend to operate the vessel?
- Will cruising within the EU be a VAT issue?

TAX AND VAT

VAT is chargeable on imported yachts and on yachts purchased and owned by EU residents that are using their yacht within the EU. The question as to whether VAT due can be reclaimed or potentially deferred, will depend on whether the yacht is for private use or commercial use.

Certain VAT relief measures are available that offer benefits to privately registered yachts with a non-EU owner. In this case, a yacht can be imported into the EU under the Temporary Admission regime allowing it to cruise in EU waters for up to 18 months without having to pay any VAT. This process can be renewed every 18 months up to a maximum period of 10 years.

Where VAT may be an issue, we can assist with suitable ownership and structuring arrangements that may reduce the effective VAT rate and facilitate the importation of a yacht effectively and efficiently into the EU.

REGISTRATION

When considering under which flag to register a vessel, the choice of registry is important as the state chosen determines how a vessel will be treated in the countries and ports it visits.

Registering a vessel can feel like a daunting and complex task however, with our experience and a comprehensive understanding of the industry, we can both guide and assist owners with the registration of their vessel as well as its flag state compliance.

REGISTERING YOUR YACHT IN THE ISLE OF MAN

At the core of the Isle of Man's maritime sector is an award winning ship registry, which is home to a portfolio of clients including many of the world's blue-chip ship owners and prestigious superyachts. As a member of the Red Ensign Group, the Isle of Man Ship Registry is one of the world's leading registers and is often a flag of choice for owners looking for quality flag administration and the very best in client service.

Run by a dedicated team of professionals and backed by sophisticated electronic systems, it is both quick and efficient to register a vessel in the Isle of Man. As an ISO 9001 and 14000 certified organisation, the Ship Registry operates efficiently and consistently to exceed the standards expected of a modern flag state and offers a number of benefits to those on its register, including:

- A favourable tax regime.
- The right to fly the 'Red Ensign' and access the support of British Consular services worldwide.
- Dual registration and flexibility in the requirements of registered owners, including acceptance of Limited Partnerships.
- No tonnage fees.
- 24 hour availability of senior staff by phone to deal with queries/problems.
- Immediate, friendly advice on complying with all aspects of SOLAS, MARPOL, COLREGS, ISPS, ILO etc.
- Reasonable costs.
- Mortgage registration.

REGISTERING YOUR YACHT IN MALTA

As a maritime hub, Malta's success can be traced far back into its history. Its location in the centre of the Mediterranean has given it strategic importance over the years, with it now being recognised as an entrée-port to the EU.

Together with its natural harbours and an extensive range of maritime services, including shipbuilding and repair, Freeport, bunkering, ship supplies and towage services; it is to no surprise that Malta has gained a reputation today as one of the world's leading maritime jurisdictions. Some of the benefits of registering a vessel in Malta include:

- The largest flag in Europe and the sixth largest in the world.
- The processes to register a company and/or a vessel in Malta are both quick and straightforward.
- Maltese law offers security to financiers/mortgagees of Maltese registered vessels.
- With low company formation and yacht registration costs, Malta is a cost effective option.
- There are no restrictions on the nationality of the shareholders and directors of Maltese companies, nor on the nationality of the Master, officers and crew carried on board Maltese yachts. Malta also has no restrictions on the sale or transfer of shares of a company owning a Maltese yacht.
- The Maltese Shipping Registry offers a 24-hour service, seven days a week in respect of urgent matters.
- Non-Maltese companies can still own Malta flagged yachts.

CREWING & PAYROLL

The effective and efficient operation of any vessel relies heavily on its crew. However, finding the right crew for your vessel can be a time consuming exercise and often leads to much precious time being wasted.

Drawing on our experience together with our global network of industry contacts, we can assist owners in securing the right people for their vessel across all nationalities with the understanding of the competencies, qualifications and experience required from officers and crew.

Engaging a professional crew management and payroll service provider is of significant value - not only does it de-risk your business and reduce the administrative burden, it takes away the headache of having to stay up to date with constantly changing employment, social security and taxation rules and regulations.

INSURANCE

Be it providing peace of mind to a yacht owner or captain that the vessel is adequately covered, or ensuring that the crew on board have the protection required to fulfill their roles, specialist maritime insurance plays a vital role behind the scenes of the ongoing work and activities of any vessel.

Whether at sea, at anchor, berthed in a marina, attending a boat show or having urgent work undertaken in a shipyard, it is imperative that the necessary and relevant cover is always in place.

With our network of contacts we can assist you in finding the right cover, at the best rate, in order to meet your requirements.

CREW HEALTHCARE & BENEFITS

Through our sister company, Sentient Pay, we can provide comprehensive healthcare plans and benefit schemes to seafarers, shore based personnel and expatriates.

In association with our chosen partners, we offer a range of benefit packages that are flexible and designed to meet the needs of the employee. All of our packages are compliant with the applicable laws (MLC, Flag, CBA), local law and employer's wishes (SEA).

It has never been more important to start planning for the future and we can assist crew to start doing so now with a retirement plan via Sentient Pay. We can arrange for a plan that offers crew flexibility in terms of their contributions as well as their investment profile.

Our plans allow for employers and employees to contribute regularly, with the ability to change the amount of contribution and period at any time. There is also the ability to make additional payments at any time during the contractual period and the ability to review their savings and investments at any time.



Our yachting team is highly experienced in all aspects of ownership, registration and management. We understand that implementation is key to the success of any effective ownership structure.

To this end, we work closely with the professionals providing the advice to ensure that we provide a service that is comprehensive and attuned to our clients' diverse needs as well as being delivered professionally, reliably and with complete integrity.

- Establishment of Bespoke Ownership Structures for Private and Commercial Vessels
- Provision of Officers
- Statutory Administration
- International Yacht Registration
- Ship Representative Person
- Crewing & Payroll Services
- Assistance with Technical Vessel Management
- Project Management
- VAT Registration, Administration & Compliance
- Bookkeeping & Accounting
- Tax Compliance
- Facilitation of Finance and Insurance
- Coordination of Legal, Tax & VAT Advisory Services

A WORLDWIDE CLIENT BASE REQUIRES GLOBAL SOLUTIONS AND AN INTERNATIONAL PRESENCE



ISLE OF MAN

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Licensed by the Isle of Man Financial Services Authority



MALTA

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Registered in Malta, No. C89239
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*Authorised to act as a Corporate Services Provider by the
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HONG KONG

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FINDING THE RIGHT SOLUTION FOR OUR CLIENTS IS A MISSION WITHOUT BOUNDARIES

Where there is a global client base, there is a need for global solutions. With offices in strategically placed jurisdictions we are able to provide a cohesive service to our clients irrespective of where they are resident and domiciled.

We also recognise that every client is different, resulting in the need to be able to develop and manage bespoke, multi-jurisdictional structures. Committed to delivering value to our clients, our independence as a service provider means that we are also able to offer them flexibility as well as quick decision making.

WHAT WE DO IS UNIQUE AND SO ARE OUR PEOPLE

We believe that our people are our most valued asset. They are the reason we exist and play a major part in our success.

As a team of multi-disciplined, innovative and resourceful individuals, they display a genuine passion to the company's vision, culture and values and are committed to providing the highest level of customer care. This is why the services we provide get delivered professionally, reliably and with complete integrity.

Together with the relationships that we have formed both locally and internationally with intermediaries and professional advisors alike, we can stay at the forefront of any new developments and continually evolve our services to offer the most competitive, individually tailored solutions to our clients.

Disclaimer:

Whilst we have taken all reasonable measures to ensure that the information contained in this brochure is correct, we cannot accept any responsibility or liability for any errors or omissions from any information contained in this brochure or for any consequences arising. Readers of this brochure are advised, therefore, not to rely on the information contained in this brochure but to obtain advice on any particular matter from our office directly. The information contained herein does not amount to, nor should it be construed as, any form of tax, VAT or legal advice.