



MIDDLE EAST YACHTING CONFERENCE

ACCELERATING SUPERYACHTS: MARKET NEEDS & OPPORTUNITIES

22 NOVEMBER 2018

12th edition | 9:00 - 14:00 | Yas Marina

ORGANISED BY



مركز دبي التجاري العالمي
DUBAI WORLD TRADE CENTRE

PARTNERS

عالم اليخوت
THE WORLD OF YACHTS

ياس مارينا
yas marina



أبوظبي
Abu Dhabi
Culture & Tourism

SUPPORTING PARTNERS

BUILT BY
oceAnco



سلطة مدينة دبي للملاحة
DUBAI MARITIME CITY AUTHORITY

A PART OF



معرض دبي
العالمي للقوارب
DUBAI INTERNATIONAL
BOAT SHOW

MIDDLE EAST YACHTING CONFERENCE

CIPRIANI - YAS MARINA
ABU DHABI

22 November 2018

09.00 – 09.15 REGISTRATION: TEA/COFFEE

09.15 – 09.30 WELCOME SPEECH
Dubai International Boat Show & Yas Marina

09.30 – 11.00 THE FUTURE OF CHARTERING
Building confidence for the Superyacht charter in the region
A. Crew & Passengers Visas while cruising between GCC countries
B. Charter permits between UAE & Oman
C. Regulating the GCC charter industry

PANEL - 1
“GCC SUPERYACHT CHARTER BUSINESS OPPORTUNITIES”
from the industry perspective

SPEAKERS:

Jonathan Hind
Managing Director
Burgess

Billy Canellas
General Manager
Yas Marina

Luc Khaldoun
Senior Director, Maritime Projects
MERAAS

Capt. Stephen Corbett
Director
JLS Charter Services Company

PANEL - 2
“GCC SUPERYACHT CHARTER BUSINESS OPPORTUNITIES”
from the government perspective

SPEAKERS:

Federal Transport Authority

Eng Khalid Al Qubaisi
Director, Maritime Safety
Department of
Transport Abu Dhabi

Saeed Al Dhaheri
Manager,
Special Interests Tourism
Department of
Culture and Tourism

Hamed Hassan
Director, Registration
and Licensing
Dubai Maritime
City Authority

DP World

11.00 – 11.15 COFFEE BREAK

11.15 – 11.45 HOW IS THE SUPERYACHT INDUSTRY MARKETING TO GEN Y?

SPEAKERS:

Maarten Janssen
Sales Director
Feadship

Paris Baloumis
Marketing Director
Oceanco

Giordano Pellacani
Head, Sales and Marketing
Riva Yachts

11.45 – 12.15 THE REGIONAL AND INTERNATIONAL GROWTH OF THE SUPERYACHT MARKET IN THE LAST DECADE

SPEAKERS:


HE Mohammed Alshaali
Chairman
Gulf Craft

Dr. Mohammed Al Barwani
Chairman
Oceanco

MODERATED BY:

Nabil Farhat
Editor in Chief
The World of Yachts

12.15 – 12.30 CLOSING REMARKS
Miral Asset Management & Department of Culture and Tourism

12.30 – 14.00 LUNCH HOSTED BY 

14.00 PIT LANE WALK – FORMULA 1