

**YACHTS & SUPERYACHTS**

SALE AND PURCHASE

EXPERIENCED PRACTITIONERS IN SUPERYACHT LAW



**1** Legal 500 league table tier

**1** Chambers & Partners league table tier

**13** Offices worldwide

**560+** Personnel worldwide

**1870** Year founded

**Heliops**

Our aviation practice is highly regarded and fully integrated with the Yachts & Superyachts team. We advise on purchase, registration, operation, taxation, finance and insurance.

**Taxation**

Even within the EU, tax laws and interpretations vary wildly. It's a complex and rapidly evolving area. Our experts advise on the VAT and customs implications of yacht ownership and use, as well as handling customs formalities and investigations.

**Finance**

Financing can make sense. We advise lenders and borrowers on all aspects, including drafting, co-ordinating and reviewing loan and security documentation relating to superyacht purchase and construction.

**Approach**

We are passionate about what we do. Yet our approach is measured and calm. We regulate relationships, building stronger partnerships within which our clients' interests are protected and nurtured.

**Construction**

Bespoke products need bespoke contracts. Not only should these protect interests, they should also form a helpful roadmap to which parties can refer for guidance - not following a misunderstanding.

**Compliance**

Breaches of regulatory requirements can present a significant risk for organisations. An effective compliance programme, however, can enhance performance and profitability through risk reduction, reduced claim severity and lower penalties if any violations still occur.

**Registration**

Selecting the right flag is more than an emotional choice. Registration affects not only vessel operation, finance, insurance and crew employment, but also the attitude of port inspectors. Guidance from experienced lawyers is essential.

**Purchase & Sale**

It's tempting to rely on standard terms, but such contracts may leave you exposed. Only dedicated yachting lawyers know when to negotiate and redraft - and how - while keeping the deal on course.

**Employment**

Crew employment is highly regulated, and more complicated than engaging staff ashore. Beyond helping in the preparation of Seafarer Employment Agreements, our employment law experience is second to none.

**Ownership**

How you structure your ownership will depend on your circumstances. For example, are you an EU resident? Where do you want to cruise? We have the experience to guide you when making these critical decisions.

**Insurance**

Given the complexities of insurance law, it's best to understand the risks that the insurers are offering to bear - and those they aren't - at the outset. And being aware of your duties will help you avoid surprises when making a claim.

**Management**

A shoreside manager may be a luxury or a necessity depending on vessel size, but clear responsibilities are a must. We can help prepare management contracts which form the foundation of resilient relationships.

**38** Superyacht lawyers

**180** Years' combined experience of all superyacht lawyers

**162** Length (m) of largest superyacht newbuild advised on

**289** Yacht and superyacht matters last year

[www.incelaw.com/yachts](http://www.incelaw.com/yachts)

## THE FIRM

We are an international commercial law firm that serves its global client base from offices across Asia, Europe and the Middle East. We provide the best quality legal advice and strategic guidance to clients based in four core sectors: Transport, Trade, Energy & Infrastructure and Insurance. By combining our sector expertise, legal knowledge and market experience, we deliver services in support of our clients' most complex disputes, transactions and projects.

## CONTACTS

For further information please contact:



**Andrew Charlier**  
Global Head of Yachts and Superyachts,  
Partner, Monaco  
andrew.charlier@incelaw.com  
+377 93 25 85 80

*"CALM AND CONTROLLED"*

LEGAL 500



**Duncan Bateson**  
Partner, London  
duncan.bateson@incelaw.com  
+44 20 7481 0010

*"BRILLIANT"*

LEGAL 500



**Julia Wiechell**  
Partner, Hamburg  
julia.wiechell@incelaw.com  
+49 40 38 0860

*"THEY ARE, WITHOUT DOUBT, THE PREMIER MARITIME FIRM, BUT AT THE SAME TIME THEY ARE VERY CLIENT-ORIENTED."*

CHAMBERS & PARTNERS



Ince & Co is a network of affiliated commercial law firms with offices in Beijing, Cologne, Dubai, Hamburg, Hong Kong, Le Havre, London, Marseille, Monaco, Paris, Piraeus, Shanghai and Singapore.

E: [firstname.lastname@incelaw.com](mailto:firstname.lastname@incelaw.com)  
[incelaw.com](http://incelaw.com)

24 Hour International Emergency Response Tel: + 44 (0)20 7283 6999

LEGAL ADVICE TO BUSINESSES GLOBALLY FOR OVER 140 YEARS

The information and commentary herein do not and are not intended to amount to legal advice to any person on a specific matter. They are furnished for information purposes only and free of charge. Every reasonable effort is made to make them accurate and up-to-date but no responsibility for their accuracy or correctness, nor for any consequences of reliance on them, is assumed by the firm. Readers are firmly advised to obtain specific legal advice about any matter affecting them and are welcome to speak to their usual contact.

© 2018 Ince & Co International LLP, a limited liability partnership registered in England and Wales with number OC361890. Registered office and principal place of business: Aldgate Tower, 2 Leman Street, London E1 8QN.