



# **You,** yachts, superyachts & **Ince,** in any case

Whether you're buying or building a yacht or superyacht, or you're already an owner, get on board with us. We're passionate about yachts, and speak the language of yachting.

Meet Ince, your trusted partner, in any case.

From our offices in Europe, the Middle East and Asia, our dedicated team of legal and business services professionals can guide you in developing and delivering on your roadmap for sustainable success and provide you with advice that will safeguard your interests.

**One firm, in any case**

With about 150 years of experience, we have cultivated a seamless 'one-firm' approach that is tailored to your personal needs and pairs you with the best legal and strategic business professionals in your field; whenever, wherever, and in any case.

**Support, every step of the way**

We are delighted to introduce our Yachts & Superyachts practice to you. Yachts and superyachts are valuable assets which are subject to changing laws and regulations. It is essential that you have someone to help who understands your goals, and protects your interests at every stage of ownership.



**7**

countries



**14**

offices



**30**

different language capabilities



**800+**

employees worldwide, including support staff



**500+**

legal and business services professionals



multiple nationalities

### 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 your interests, they should also form a helpful roadmap which you can refer to for guidance to keep the build on track.

### Compliance

Breaches of regulatory requirements can present a significant risk for organisations. An effective compliance programme 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. Our team can provide you with genuine, clear and straightforward guidance.

### Purchase & Sale

It's tempting to rely on standard form contracts, but doing so may leave you exposed. Our experienced yachting lawyers know when to negotiate and re-draft, with the goal of getting the deal over the line.

### Employment

Crew employment is highly regulated and more complicated than engaging staff ashore. We have a team of expert employment lawyers who can assist in the preparation of Seafarer Employment Agreements and more.



### Ownership

How to structure your ownership will depend on your circumstances. Our experienced lawyers will guide you through this process, asking the right questions to ensure we provide you with the right structure.

### Insurance

Given the complexities of insurance law, it's best to understand the risks that insurers will and won't cover at the outset. As your trusted partner, we will make you aware of your duties and we 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 you prepare management contracts which form the foundation of resilient relationships.

### Heliops

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

### Taxation

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

### Finance

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

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