



# AGB

## YACHTS

SALES • CHARTER • MANAGEMENT

### GLOBAL YACHT OWNERSHIP, STRUCTURING & MANAGEMENT

A COMPLETE GUIDE TO OFFSHORE STRUCTURES & HOW AGB YACHTS DELIVERS VALUE

This document breaks down the key offshore jurisdictions, structures, and strategies used in the yachting industry, explains them in simple terms, and outlines how AGB Yachts generates value and revenue through a fully integrated service model.

#### 1. WHY OWNERS USE OFFSHORE STRUCTURES



##### INTERNATIONAL BUSINESS

Yachting is inherently global. Offshore structures make it easier to operate across borders, hold multiple currencies, pay suppliers internationally, and streamline maritime operations.



##### ASSET PROTECTION

A properly structured company can help protect the yacht and the owner's personal assets from legal claims, political instability, or unforeseen liabilities.



##### TAX EFFICIENCY (LEGAL & COMPLIANT)

Different jurisdictions offer legitimate tax advantages on ownership, charter income, VAT, and importation. It's about tax efficiency – not tax evasion.



##### PRIVACY & CONFIDENTIALITY

While global transparency has increased, many jurisdictions still offer a higher level of privacy regarding ownership information.



##### CURRENCY DIVERSIFICATION

Holding funds in multiple currencies and jurisdictions reduces exposure to inflation, capital controls, or economic instability in one country.

#### 2. KEY JURISDICTIONS IN YACHTING



##### CAYMAN ISLANDS

One of the most popular yacht registration flags. No direct taxes, strong legal system (UK based), fast registration, and widely accepted by marinas, insurers, and financiers worldwide.



##### BRITISH VIRGIN ISLANDS

The world's leading jurisdiction for holding companies. Simple, cost-effective, and flexible. Frequently used to own the yacht through a special purpose vehicle (SPV).



##### MALTA

EU member state with attractive VAT leasing schemes and strong maritime reputation. Ideal for commercial yachts operating in European waters.



##### SINGAPORE

A global financial hub with political stability, world-class banking, and tax treaties. Often used for private banking and wealth management.



##### SWITZERLAND

Renowned for private banking, wealth preservation, and financial security. Commonly used for banking and asset management (not for flag state).

#### 3. HOW A TYPICAL YACHT STRUCTURE WORKS



##### HOLDING COMPANY (OWNERSHIP)

A company (often in the BVI) is formed to own the yacht. This separates the asset from the individual owner, providing privacy, protection, and flexibility.



##### YACHT REGISTRATION (FLAG STATE)

The yacht is registered under a flag such as the Cayman Islands or Malta. This determines the legal and regulatory framework it operates under.



##### OPERATING / CHARTER COMPANY

A company (often in the EU or other strategic jurisdiction) manages charter bookings, crew employment, compliance, and day-to-day operations.



##### BANKING & FINANCE

Funds are held in reputable banks in jurisdictions like Switzerland, Singapore, or the UAE. Financing can also be arranged through international lenders.

#### 4. WHY THIS STRUCTURE MATTERS

- ✓ Reduces personal liability and risk
- ✓ Improves tax position legally
- ✓ Simplifies international operations
- ✓ Makes buying/selling the yacht faster (sell shares, not the asset)
- ✓ Enhances privacy and confidentiality
- ✓ Increases the yacht's charter appeal (compliance + reputation)

#### 5. IMPORTANT REALITIES

- ✓ Full compliance with AML, CRS, FATCA and local regulations is mandatory.
- ✓ You must declare offshore structures in your home country.
- ✓ There are ongoing costs for compliance, accounting, and administration.
- ✓ This model is most effective for yachts of significant value (typically multi-million and above).

#### 6. HOW AGB YACHTS MAKES MONEY



**Yacht Sales & Purchase**  
Commission on the sale or purchase of yachts.



**Charter Brokerage**  
Commission on charter bookings.



**New Construction Advisory**  
Fees for managing new build projects from concept to delivery.



**Yacht Management**  
Monthly management fees for operational oversight.



**Structural & Legal Advisory**  
Fees for company setup, flag registration, and legal structuring.



**Crew Placement Services**  
Placement fees for sourcing qualified crew.

#### 7. THE AGB YACHTS DIFFERENCE

AGB Yachts is a full-service yachting advisory and management firm. We combine deep industry expertise, global partnerships, and a bespoke approach to deliver seamless ownership, operation, and financial efficiency for our clients – protecting what matters and enhancing every experience.



GLOBAL EXPERTISE



TRUST & DISCRETION



TAILORED SOLUTIONS



EXCELLENCE IN EXECUTION



ONE PARTNER EVERY STEP