



SARNIA YACHTS

OWNERSHIP | MANAGEMENT | CREW





Established in 1971, Sarnia Yachts has earned a reputation as a trusted specialist in the provision of ownership and operational services to superyacht owners with offices in the UK, Guernsey and Malta.

We operate exclusively in the superyacht sector and are unique amongst our peers in having a team of in-house experts to provide and advise on:

- Corporate Yacht Ownership
- Yacht Registration
- Tax arrangements including VAT
- Yacht Management & Insurance
- Crew Management, Employment & Payroll Services

Our core services are summarised over the following pages, but only give a flavour of our full offering.

Many clients select the full suite of our products due to synergies from combining the different functions. Lower overall operating costs can often be achieved by eliminating the duplication when Corporate Ownership and Yacht Management services are run by different providers using different platforms. That said, clients can build a support package to suit their individual circumstances, selecting which ever services are required, and Sarnia Yachts are used to liaising with advisers as required.

OWNERSHIP

MANAGEMENT

CREW



OWNERSHIP

Forming a Company, Partnership or other arrangement to own and operate a superyacht will provide asset protection for the owner and can provide a number of other benefits including:

- Qualification for a flag not available to the individual owner
- Delegation of the day-to-day running of the yacht
- Access to yachting expertise and contacts
- Ring fencing the yacht from a liability perspective
- Beneficial Owner discretion
- VAT registration at a suitable jurisdiction for commercial yachts

We will work with clients to select the most appropriate structure for the ownership and operation of the superyacht, in line with their aspirations, and provide ongoing oversight to ensure continued adherence with the numerous of rules and regulations across the various jurisdictions of operation.

Sarnia Yachts Limited, our Guernsey regulated fiduciary, can manage the incorporation and administer the corporate yacht owning entity ensuring it complies with all regulatory obligations. This gives owners comfort that their assets are being appropriately managed and safeguarded.

We can also work alongside an owner's advisors or family office, assisting with specialist knowledge and up-to-date understanding of today's regulations.

OWNERSHIP



MANAGEMENT

Sarnia Yachts can support private and corporate owners, trustees and family offices with a range of Yacht Management services. Drawing on in-house expertise the Sarnia Yachts team hold the necessary qualifications and experience to deliver the highest levels of service to our clients.

Providing all three services on one platform eliminates the duplication and additional costs often associated when Ownership, Yacht Management and Crew services are separated. There are a number of elements that make up Yacht Management, including:

- Yacht registration
- Operational regulatory compliance including safety (ISM), security (ISPS) and crew
- Employment and welfare (MLC) compliance
- Technical and operational support
- Expense administration and financial reporting
- Yacht and crew insurance
- New construction and refit supervision

Placing the responsibility in the hands of specialists gives peace of mind for owners and support for the captain and crew.

MANAGEMENT



CREW

Having provided Crew Management to owners of some of the world's largest superyachts, our experienced Crew Management Team take responsibility for the daily administration of all crew-related matters.

We provide a bespoke service incorporating any of the following crew management elements, based on the specific needs of each client:

- MLC compliant crew employment (contracts, promotions, resignations, performance evaluation, disciplinary actions, termination of employment)
- Crew payroll including split salaries and the provision of payslips
- Facilitating social security obligations
- Crew leave administration
- Crew grievance/disciplinary advice and dispute resolution
- Crew recruitment (sourcing, interviewing and placement)
- Crew training arrangements
- Crew travel and visa support

Our many years of experience in this specialist field allows us to support both owners and the crew onboard – Let our crew take care of your crew.

CREW



'Sarnia Yachts does not feel like a company. It feels like a family of talented individuals. No one person knows everything about owning and operating a yacht, but together, our collective knowledge is unrivalled.'

Tim Joyce, Group CEO, Sarnia Yachts



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50TH ANNIVERSARY

This year Sarnia Yachts are celebrating 50 years' experience in yacht ownership and operational services. We are proud to be one of the longest standing businesses in the yacht sector.

Discover more at sarniyachts.com
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