

DAMALION

Make your vision live



**WE ARE
AN INDEPENDENT MANAGEMENT
CONSULTING FIRM**

— Dedicated to excellence —



Talk to your Damalion expert now:  (+352) 20 33 1123

DAMALION GLOBAL YACHTING SERVICES

Damalion provides and selects the right partners that will supervise the management and control over the financial aspect of administration, invoice processing to consolidation into a wider reporting structure. Damalion recommends flexible solutions to meet your needs.

Our yachting services are designed to provide you with the many benefits of yacht ownership minus the headache. Utilizing the knowledge and skills of our highly qualified network, we take on the task of finding specialized teams to handle your yacht management.

Providing outstanding services to ultra-high net worth individuals and corporate clients is our expertise.

We facilitate the incorporation of the right ownership structures for valuable yachts in various jurisdictions.

In addition, our clients benefit from yacht registration, tax advice, and importation support to name a few.



Yacht Ownership

Our yacht ownership solutions provide a host of advantages and peace of mind to yacht owners of all sizes. Setting up a company, partnership, or other business structures to own and operate a yacht ensures the protection of your assets and deliver a host of benefits. Our services also include:

- Access to yachting contacts and expertise
- Accounting and bookkeeping
- Allocation of tasks for day-to-day operations of a yacht
- Banking and card payment processing
- Beneficial owner discretion
- Crew management
- Customs advisory
- Eligibility for a flag that is inaccessible to an individual owner
- Financing and yacht management
- Payroll management and overseas payments
- Protecting yachts from a liability point of view
- Surveying and coding assistance
- Tailored selection of an efficient ownership framework
- VAT consulting
- VAT registration at a suitable jurisdiction for commercial yachts
- VAT reporting

We also work collaboratively with the yacht owner's legal team, to provide expert knowledge and in-depth understanding of existing regulations in yacht industry. Damalion is your trusted partner in ensuring all critical aspects of yacht ownership and management.



Regulated Corporate Entity

As part of ongoing management after successful setup and administration, we facilitate the delegation of crucial personnel such as company directors, company secretary, registered office, and many more.

We provide the suitable recommendation for corporate structure to ensure you reap the most benefits for your investment over time.

Ownership Structures

Registered private and commercial yachts may come in various ownership structures, including:

- Commercial charter structure for VAT recovery optimization
- Short-term importation structure for non-member EU yacht owners
- Asset-holding company to establish limited liability of VAT-paid marine vessels
- Yacht leasing structure with reduced VAT rate
- VAT-paid asset holding company





Yacht Management

Damalion experts support individual owners, corporate owners, family offices, and trustees with a wide range of yacht management consulting solutions. Leveraging our years of business consulting expertise, our yachting service professionals are equipped with the expertise and experience to deliver excellent service for today's discerning and savvy yacht owners.

● Charter

In connection with appointing a Central Agent, Damalion will oversee fiscal arrangements for a client's yacht, including the delegation of fiscal agents and continuous management of Advance Provisioning Allowance (APA), charter fees, and applicable VAT in the chosen jurisdiction.

● Financial

One of the most critical aspects of yacht operations is the production of the necessary reports and financial management in line with pre-agreed budgets.

We have dedicated finance experts to satisfy your needs for important tasks, such as bookkeeping, budgeting, and financial statement preparation to be all accomplished and submitted on time.

● Crew

Damalion provides trusted recommendations for a full suite of yacht management services. Regarding yacht crew, we facilitate the initial recruitment, vetting process, onboarding to payroll management.

Our experts will facilitate the completion of social security applications, crew travel needs, leaves tracking, and crew training. Whether you need full crew management service or a payroll management service, Damalion can deliver solutions to your specific requirements.

● Compliance

Depending on the size of the yacht, we can recommend proven, highly tailored management system options that ensures a client's yacht is operating in compliance with existing legislative and regulatory requirements related to activities.

Compliance also includes vessel maintenance, health and safety, manning, security, and marine environment. We find auditors that can conduct a comprehensive internal audit and inspection to guarantee that the management system in place is upheld by the captain and the rest of the yacht crew.



Yacht Insurance

As business consulting experts, Damalion can assume vital roles within a yacht owning entity, including director, yacht manager, and personnel expert. Each of these roles carry unique responsibilities, all working together to guarantee the adequate insurance cover is in place for the marine vessel and its crew.

Our quality specialists take a bespoke approach in choosing the right insurance covers for our client's yachts. Our Damalion insurance specialists will listen to your needs and compare across multiple insurance policies, giving you recommendations on the right insurance policy that meets your specific requirements.

Yacht Importation to the EU

Damalion expertly guides clients with the safe and smooth importation of registered commercial yachts to the EU. Whether you need assistance in permanent or temporary importation of marine vessels, we conduct a thorough evaluation whether all importation criteria are met.

- Formal importation into the EU with free circulation and full VAT recovery
- Formal importation into the EU under commercial exemption
- Formal importation into the EU and VAT processing for private use
- Short-term importation into the EU for non-EU residents



Accounting, Bookkeeping, and VAT Reporting

Damalion aims to streamline our clients' yacht accounting needs by formulating a strategic solution. We also offer a wide range of bookkeeping, trading, and treasury report solutions to enhance your operational efficiency, minimize costs, and reduce risks for your yacht.

Our accounting, bookkeeping, and VAT reporting solutions include the following tasks:

- Access to bank account facilities
- Budgeting
- Customized VAT reporting
- Efficient set-up of accounting systems
- Foreign exchange solutions
- Group consolidations
- Local audit support
- Preparation of formal and legal accounts
- Set-up of multi-currency management accounts





Yacht Leasing Services

Yacht leasing is the most preferred ownership structure for private and commercial marine vessels that primarily cruise in EU territories.

Damalion will seek the most appropriate jurisdiction to set-up a leasing structure for your Yacht. Listed below is an example of yacht leasing provisions established by Malta.

Malta is just one of the many EU member states that tailors specialized leasing structures for potential clients.

Here is our step-by-step process of setting up a yacht leasing structure, a plan that shares similarities with Malta's yacht leasing plan:

- Create a customized yacht leasing plan in compliance with EU tax requirements under a client's home country. Setting up yacht leasing at one's own country ensuring savings and avoiding tax ramifications. The most popular leasing plans are patterned on Maltese Law, which may not guarantee tax compliant in select UE member nations.
- Your yacht leasing plan will include provisions that strictly comply to the set of laws prevailing in a client's home country.
- Apart from following the fixed limitations in the use of land for marine vessels such as yachts, our Damalion consultants collaborate with clients and their captains to strategize routes. Regardless of the frequency of yacht utilization, all journeys will be charged VAT in full.
- Termination of a leasing yacht may happen at any time if a Universal Beneficial Owner (UBO) decides to sell the yacht.
- Lessees are required to report full documentation of a marine vessels use within EU waters on an annual basis. Additionally, lessees are required to show proof that some routes or journeys are outside EU jurisdiction.
- Apart from assisting clients to abide by their current leasing plan, Damalion can also assist in the purchase of the leased yacht before or at the end of a contract. We can also facilitate renewals if both parties agree to extend or make changes in a new lease agreement.
- If a lessee purchased a yacht, he or she will receive a VAT PAID certificate if the marine vessel is sold at market value. Damalion will help you draft a sale agreement that is like those drafted by third parties. We also help clients issue proof that all VAT payables have been fully covered in relation to the sale.
- After the leasing agreement, a yacht will automatically be reinstated under the name of the lessor. After lease agreement expiry or cancellation, a lessor may ether sell the yacht or lease of third parties.
- All concerned parties are encouraged to take time in evaluating their yacht leasing contracts to ensure their rights and assets are protected. Damalion performs a thorough assessment of contracts to ensure a client fully understands all provisions and guarantee compliance to EU rules and existing VAT guidelines.

In the EU, a standard VAT rate of 18% is assessed on the pre-determined percentage of lease related to the use and enjoyment of marine vessels cruising through EU waters. The size and type of a marine vessel combined with the fixed tax rate are used in calculating the total VAT that needs to be paid by a lessee.



Boat Type	Lease % in the EU	Total VAT Formula
Motor-powered or sailing boats > 24 metres	30%	30% X 18% VAT
Motor-powered or sailing boats between 20.01 and 24 metres	40%	40% X 18% VAT
Motor-powered boats between 16.01 and 24 metres	40%	40% X 18% VAT
Sailing boats between 10.01 and 20 metres	50%	50% X 18% VAT
Motor-powered boats between 12.01 and 16.0 metres	60%	60% X 18% VAT
Sailing boats up to 10 metres	60%	60% X 18% VAT
Commercially registered motor-powered boats between 7.51 and 12 metres	60%	60% X 18% VAT
Commercially registered motor-powered boats up to 7.5 metres	90%	90% X 18% VAT
Boats allowed to sail in EU protected waters	100%	100% X 18% VAT



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