

Affinity
GROUP

Yachting



OVER
£2 BILLION
ASSETS UNDER ADMINISTRATION

YACHTING

We have a large fleet of yachts under our administration and we are widely regarded as one of the leading Corporate Service Providers in the yachting sector.

With offices in Malta, the Isle of Man and the Cayman Islands, we act as a link for owners and captains to ensure that both are guided and supported through the many requirements, regulations and legislation associated with owning a private or commercial charter yacht.

OUR SERVICES

- VAT administration, multi-jurisdictional VAT registrations
- Formal & temporary EU yacht importation
- Multi-jurisdictional yacht registration
- Financial & VAT reporting
- Preparation of annual financial statements
- Maintenance of Company bank accounts
- Crew payroll & MLC compliance
- Statutory and Directorship services
- Maintenance of statutory records
- Managing Flag State registration
- Managing crew compliance, issuance of endorsements etc.





AFFINITY IN MALTA

Malta offers...

- A leading maritime jurisdiction and the hub for the majority of our yachting transactions.
- A full EU member state and a strategic geographic location, ideal for Mediterranean importations.
- A stable legal and political environment, with strong regulatory standards, favourable VAT legislation, and an efficient fiscal regime which avoids double taxation on taxed company profits distributed as dividends.
- A well regulated jurisdiction, offering a secure mortgage registry, accepted by all major banks and financiers.
- One of the largest and most reputable ship registers in the world.

AFFINITY IN THE ISLE OF MAN

The Isle of Man offers...

- A highly regulated financial jurisdiction.
- High service levels with a quality international reputation, due to its impeccable professional standards and regulatory regime.
- A secure legal and political environment with zero corporation tax and no capital gains tax.
- A secure mortgage register, accepted by all major banks and financiers.
- A prestige Red Ensign Flag, with an excellent worldwide reputation.
- A geographical location ideal for yacht deliveries from build yards in Northern Europe.





AFFINITY IN THE CAYMAN ISLANDS

The Cayman Islands offer...

- A premier vessel registration hub rooted in a stable, well-regulated environment, established since 1831.
- A globally acknowledged financial jurisdiction, combining first-rate business services with a neutral fiscal regime.
- A secure and reliable mortgage registry, recognised by major banks and financial institutions worldwide.
- Prestigious maritime heritage under the Red Ensign Flag, facilitated by the Cayman Islands Ship Registry (CISR), a Category 1 member in the Red Ensign Group, accommodating ships of all sizes and types.
- Versatile ownership structures opening doors globally, including non-EU clients, through initiatives like the Temporary Admission and Yacht Engaged in Trade (YET) programmes.
- A comprehensive list of over 70 nations eligible to own Cayman-flagged vessels, offering a flexible range of registration types and ownership structures to suit various client needs.

AFFINITY IN FLORIDA

Florida offers...

- A renowned maritime hub and destination with a thriving yachting sector.
- A strategic location at the gateway to North and Central America and the Caribbean, making it an ideal destination for international travel and business.
- A stable environment with beneficial tax structures, including no state income tax and favourable sales and use tax rates.
- A well-regulated maritime framework with recognised banking advantages for yacht financing.
- A world-class ship register with extensive marina and yacht club networks.



OUR STORY

We have been bringing a personal approach to corporate and trust services since 2004. We started our journey in the Isle of Man, managing yachts for clients that require the highest standard of service. We now administer clients in a variety of sectors from our offices in Malta, the Isle of Man and the Cayman Islands. We are large enough to have an international reach, but small enough to provide an extremely personal and discreet service.

Our approach to business has remained consistent throughout our organic growth. We aim to deliver a level of service that is unrivalled, applying the philosophy that made us successful in managing yachts, to each of our sectors. In 2019, Affinity was acquired. We retained our key talent, and our new leadership team has overseen a period of significant growth. Despite our diversification and growth, yachting remains an integral part of what we do, and we recently surpassed £2 billion of assets under our administration.

OUR YACHTING TEAM



Joanne Fenech
Managing Director (Malta)



Andy Morgan
Group CEO



Kate Shaw
Assistant Manager



Debbie Gooding
Assistant Manager

CLIENT TESTIMONIAL

"My yacht broker recommended Affinity to assist with the acquisition of my yacht and to arrange the importation into Europe and flagging of the vessel in Malta. The service was flawless, smooth and professional. At the outset, I had a single point of contact who was responsive, answered all of my questions, and guided me through the process with ease.

I have no reservation about recommending Affinity to anyone, and I believe they are one of the most knowledgeable and competent organisations I've dealt with in the yachting industry."



WHY AFFINITY?

We manage a large fleet of yachts across a range of sizes and are recognised as a leading Corporate Service Provider specialising in the yachting sector. With offices in the Isle of Man, Malta, the Cayman Islands and Miami, we can establish entities through a number of jurisdictions.

We have many years of experience in yachting having handled some of the first yachts registered in the Isle of Man back in 2004. We have also played a major part in the development of the industry in Malta.

Through our team of yachting specialists we have maintained close working relationships with a network of professional contacts throughout the maritime community since inception. We pride ourselves on our knowledge of the industry, our risk management skills and our high standards of confidentiality and service.

TALK TO US

We are ready to support you with your yachting requirements. Please get in touch if you would like advice or to speak to one of our experts.

Joanne Fenech

Managing Director (Malta)

Tel: (+356) 2010 4700

Mob: (+356) 7986 6473

Email: joanne@affinityco.com

Kate Shaw

Assistant Manager

Tel: + 44 (0)1624 670583

Mob: + 44 (0)7624 269919

Email: kate@affinityco.com

Debbie Gooding

Assistant Manager

Tel: + 44 (0)1624 670583

Mob: +44 (0)7624 328600

Email: debbie@affinityco.com

**A PERSONAL APPROACH TO CORPORATE,
DIGITAL & PRIVATE WEALTH SERVICES**



WWW.AFFINITYCO.COM

ISLE OF MAN

Second Floor,
14 Athol Street,
Douglas,
Isle of Man
IM1 1JA

+ 44 (0) 1624 670583
info@affinityco.com

Licensed by the Isle of Man
Financial Services Authority

MALTA

Level 2, Progetta House,
Tower Street,
Swatar, Birkirkara,
Malta
BKR 4012

(+356) 2010 4700
info@affinityco.com

Authorised by the Malta
Financial Services Authority

CAYMAN ISLANDS

Buckingham Square,
South Building 2nd Floor,
720 West Bay Road,
Grand Cayman
Cayman Islands

info@affinityco.com

Regulated by the Cayman
Islands Monetary Authority

MIAMI

1550 Madruga Ave
Suite 317,
Coral Gables,
Florida,
USA 33146

info@affinityco.com

Registered in
the State of Florida