

Superyacht and luxury asset  
services in the UAE

Corporate ownership

Registration services

Family Office



Ogier

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## Why Ogier?

Our clients enjoy the benefits of being able to build long-term, personal relationships across both our legal and administration teams working with a service provider that supports their objectives

We offer the full range of legal and fiduciary services with access to our state-of-the art client service portal, Ogier Connect. Please visit our website [www.ogier.com](http://www.ogier.com) for full details on our locations and services globally.

Our Private Wealth team has significant experience in working with global families, their structures and appointed third parties and we have a specialist team for luxury assets including superyachts and aircraft. We very much like to develop a close relationship with our clients and welcome regular meetings to further enhance and build on that relationship.

We also collaborate with the leading marine and aviation lawyers and tax advisers in jurisdictions where we do not have a presence to ensure our clients are fully supported by a team of experts on all matters relating to the sale, purchase and management of their superyachts and aircraft.



The team go the extra mile, considering all options and assisting with even the smallest of queries  
Legal 500, 2023

## Corporate services for Aviation and Marine

With professionals based in Asia, the Middle East, the Caribbean and Europe we are able to provide global coverage across all time zones



A long track record of delivering practical and commercial solutions to clients in the aviation and marine markets.

We can assist clients in the following areas:

- Formation and administration of asset-holding SPVs and crew employment/payroll SPVs
- Financial, administrative and accounting services for aircraft and marine vessel owners
- Provision of directors, nominee shareholders, registered office, registered agent and trustee services
- Yacht registration services in the Red Ensign Group flag states - Malta, the Isle of Man and the Marshall Islands
- Ogier Connect 24/7-365 live digital information portal providing owners/managers with data at a glance
- Crew payroll administration using specialist yacht management software
- Crew employment administration including provision of MLC compliant seafarer employment agreements utilising specialist yacht management software
- Processing of crew benefits such as medical insurance and pensions
- International savings plans for crew-tailored to suit the specific circumstances of the employer and employee





The specific combination  
of our highly informed  
experts helps our clients  
see around corners.





## Legal services for the Aviation and Marine sector

Our global aviation and marine specialists have a long track record of delivering practical and commercial solutions to clients in the aviation and marine markets



Offshore Firm of the Year  
The Lawyer European  
Awards 2023




Best Offshore Law Firm  
WealthBriefing European  
Awards 2023



Law Firm of the Year -  
Caribbean  
Citywealth IFC Awards  
2023

We have many years' experience advising in respect of offshore structures and complex transactions around the globe. Coupled with our commercial focus and responsiveness, our team is well suited to the demands of clients with aviation and marine assets. We can advise on structures relating to the ownership of all types of yachts and aircraft, including the following:

- Advice and establishment of ownership structures for yachts and aircraft
- Structuring of asset-holding structures
- Governance, regulatory and compliance support
- Advice on the financing and lease of aviation and marine assets
- Acquisition, sale and transfer of assets registered or to be registered
- Enforcement of security and vessel/aircraft arrests and detentions
- Employment law advice in respect of crew contracts
- Family office, private wealth and trusts and estate planning
- Restructuring, insolvency and corporate recovery
- Dispute resolution



◆ ◆ We find solutions and answers,  
◆ resulting in the most effective  
= system possible, using the  
appropriate resources.

## Other luxury assets

It is not uncommon for families to hold some form of tangible or luxury assets within their investment portfolios

From vintage and rare cars to fine wines and art, such assets are frequently found within family structures. These assets may be purchased as an investment or simply as a lifestyle choice inspired by a particular interest.

With forethought and expert tax and legal advice, significant benefits can be gained including financial security for families, an opportunity to minimise potential tax liabilities on the luxury asset and a chance for the owner to leave a lasting legacy through proper preservation. We can help families create an ownership structure and succession plan that will preserve and protect the value of their assets for future generations.

A trustee's role may include buying, selling, exhibiting, maintaining, moving or loaning the assets. In each case different considerations arise that require detailed and separate examination. We provide the expertise required to establish the appropriate ownership structure and to obtain and maintain adequate records. The holding of certain assets in a special purpose vehicle (SPV) will ring-fence the liabilities and protect the trustee.





 Our global Aviation and Marine specialists have a long track record of delivering practical and commercial solutions to clients in the aviation and marine markets.



## Family Office services

Ogier has a wealth of experience in working with different types of family office


We work with local and international families and providers of family office services in order to meet the diverse needs of ultra-high-net-worth (UHNW) individuals and their families and to understand the challenges facing them. In particular, Ogier has identified the increasing need for UHNW individuals and their families to establish family offices with substance in our jurisdictions.


We can provide practical assistance in relation to the governance of family offices, in particular the role of family members, external consultants and investment advisors in the family office structure, succession issues and generational planning and the creation of soft or hard frameworks to support interaction and communication between the family office, family members and their key advisors.

We can also assist with the legal and regulatory issues involved in establishing new family offices and for existing family offices. This includes financial services regulation, necessary licensing and staffing permissions, anti-money laundering reporting and obligations, and data protection, together with the relocation of family members, family offices and staff to our jurisdictions and related business set-up, property, immigration and employment matters.

We can provide training to family office administrators to assist with CPD requirements. Our corporate administration business Ogier Global has a specialist Private Wealth Services team which establishes and governs structures.





 We offer support across  
every time zone

## Benefits of corporate ownership

There are many types of entities that can be used to own a yacht. Each has its own merits dependent on the circumstances of the ultimate beneficial owner and the intended use of the yacht

Professional legal and tax advice should be obtained prior to the purchase of a yacht. Ogier has the legal expertise to advise on the corporate ownership structure and Ogier Global will provide fiduciary and corporate services for the ongoing management of the SPV.

### **Limited liability**

Properly set up and maintained SPVs limit the liability of the beneficial owner to the value of the assets in the structure.

### **Confidentiality**

Offshore entities often provide a greater level of protecting the anonymity of the beneficial owner.

### **Yacht flag**

Each flag state has its own requirements for permitting individuals to register a yacht. Where the individual does not qualify in their own name for their flag of choice, an SPV from a qualifying jurisdiction can be used to own and register the yacht.

### **Financing**

Many finance providers prefer to lend to recognised offshore structures.

### **Aircraft registration**

Choosing a registry with the highest regulatory standards is the number one consideration. Whether the aircraft is to be for private use, corporate private user or commercially chartered will also play a part in choosing the most suitable registry. Offshore registries provide a greater degree of privacy.

### **Commercial charter**

SPVs are most suitable for chartering operations and can provide a number of personal tax benefits for the beneficial owners if the structure is properly created and maintained.



## Key considerations for a new yacht owner

### **How will the yacht be used?**

Privately, commercially, a combination of the two? There will be different fiscal duties/VAT dependent on use and jurisdiction.

### **Size of the yacht?**

This will determine which ship registries are available to use.

### **Where will the yacht be sailed?**

Correct custom clearances must be obtained for chosen cruising areas.

### **Where will the yacht be berthed?**

Does the chosen marina have a large enough berth? If the previous owner sells you a berth there may be a tax exposure. Seek tax advice prior to agreeing the purchase.

### **How will the yacht be managed?**

The larger the yacht, the more support required. A reputable yacht management company working together with the owning company allows the client to focus on enjoying their time aboard the yacht.

### **Environmental concerns?**

There are several ways to allay environmental concerns. Consider joining the International Seakeepers Society or take advantage of new green technology.

## Yacht registration in the UAE

Yacht owners choose the UAE for registration due to its strategic location, world-class marinas, stable political environment, flexible ownership structures, a thriving luxury yachting culture, quality yacht services, recognition of international standards, and an efficient registration process.

The UAE provides a secure and convenient hub for yacht owners, offering a tax-friendly environment, state-of-the-art marinas, and access to a range of high-quality services. The stable political climate and adherence to international standards further contribute to the appeal of the UAE for yacht registration.

### Ownership structuring

The UAE offers remarkable ownership structures for private clients, especially high-net-worth individuals (HNWIs) and ultra-high-net-worth individuals (UHNWIs), as well as prominent business families. Notable features include:

#### - Versatile options

HNWIs and UHNWIs can choose between setting up in free zones or the mainland depending on their preferred structures.

#### - Free zones (FZs):

The UAE boasts more than 40 Free Zones, each governed by an independent Free Zone Authority (FZA). These zones offer autonomy and are responsible for licensing and regulating companies operating within them.

### Mainland ownership changes

Before 1 June 2021 a mainland UAE company required at least 51% ownership by a UAE national sponsor or partner. This requirement was eliminated through amendments to the Commercial Companies Law, with exceptions based on specific "positive lists" that define permissible activities.

HNWIs and UHNWIs looking to establish holding structures in the UAE, can have the option to utilise the Dubai International Financial Centre (DIFC) as a free zone. The DIFC is a prominent financial hub that offers a favourable environment for various business activities, including holding companies.

The approximate DIFC government fees will be the following:

- Incorporation fees (one-time payment) – US\$8,000
- License fees upon incorporation and annually – US\$12,000
- Establishment Card (annually) – US\$618 (in case if you need to apply for visas)
- Personnel Sponsorship Agreement Deposit – US\$680 (in case if you apply for Establishment Card)
- Data Protection – US\$750 (if applicable)

Please note that the fees for lease and residency visas are not included.

If the yacht is intended for commercial use, the arrangement will vary. We can tailor a proposal to meet the specific needs of the client in this scenario.



### Registration of a yacht in Dubai

The oversight of Dubai's entire maritime sector falls under the jurisdiction of the Dubai Maritime City Authority (DMCA), which mandates approvals from the Federal Transport Authority – Land & Maritime (FTA) and the Coastguards during the yacht registration process.

To register a yacht in Dubai, it is imperative that the owner is either a citizen or a resident of the UAE. Tourists are ineligible for yacht registration, and even foreign business owners in the UAE must possess a UAE visa before commencing the registration process.

The registration process and fees may differ slightly according to the type of yacht, here are the initial documents that will need to be submitted:

1. Copy of proof of ownership document or marine craft purchase invoice attested by the certified authorities or marine craft building certificate
2. Copy of proof of minimum monthly income AED 20,000 or copy of title deed free hold property owners to whom the residence law is not applicable for expatriates (not required for pleasure water sport)
3. Copy of certificate of conformity issued by Emirates Authority for Standardisation and Metrology (ESMA) for the new outboard marine engines (not required for pleasure water sport)
4. Copy of the certificate of approved supplier to license radio communication devices (VHF) for all commercial marine crafts and pleasure marine crafts more than 35 feet (10.7 metres) long (not required for pleasure water sport)
5. Insurance policy valid for 13 months issued by an insurance firm licensed in the Emirate.
6. Coast Guard Certificate to install transponder device
7. Other requirements depends on the marine craft type and conditions.



At the top of their game and rightly regarded as part of the elite Chambers, 2023



An aerial photograph of a yacht's deck, showing two crew members in white shirts working on equipment. The deck is made of light-colored wood and has a curved edge. The water is a deep blue with white foam from the yacht's wake. The text is positioned in the upper left corner of the image.

 Bringing together our experienced lawyers, Ogier Global's corporate administration professionals and Ogier Regulatory Consulting's experts, we offer advice and services related to structuring and financing options, issues arising in aircraft, vessel and security registration and certification, and associated employment and potential dispute matters.



## Biographies



### **Daniel Pacic**

Managing Director, Ogier Global, Dubai  
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daniel.pacic@ogier.com

Daniel is a Middle East specialist. He is responsible for the development of Ogier Global's presence and service offering in the UAE and wider GCC region, aimed at facilitating Governance, Risk and Compliance services for financially-regulated entities, fund administration services for SWFs, PE funds and VC funds as well as estate planning solutions for private clients and their families.

Prior to joining Ogier, Daniel held senior management and directorship positions with other corporate and fiduciary service providers.

Daniel has had several articles featured in publications such as Sovereign Wealth Quarterly and has also made guest appearances on Dubai Business Breakfast on Dubai Eye FM/Dubai One TV. His family has been based in the United Arab Emirates since 1974 and he has extensive professional and life experience in the Middle East.



### **Jonathan Hughes**

Partner, Global Head of Local Legal Services  
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jonathan.hughes@ogier.com

Jonathan is Ogier's Executive Partner, Client Solutions as well as Global Head of Ogier's Local Legal Services. As a trusted client adviser, he also holds a number of directorships in Private Wealth and Real Estate structures and on company boards.

Jonathan's personal practice covers:

Acting for UHNWIs, HNWIs, Family Offices and their related corporate businesses, luxury assets including Aviation, Marine and real estate, and directorships on private wealth and real estate company boards.

Jonathan's Local Legal Services role sees him taking responsibility for local legal services within Ogier's home jurisdictions overseeing teams delivering the following services:

Private Client, Luxury assets including aviation and marine, Real Estate business, Commercial law, Employment law, Regulatory law and Estate Planning.

Jonathan is recognised as one of the leading legal advisers to the high net worth community and he works closely with Ogier's private client and trust teams in providing responsive, professional and discreet first class services.

Jonathan holds an LLM Master of Laws degree in Maritime and International Commercial Law and an LLB (Hons) degree in law. He is a Jersey Advocate and before joining Ogier in 2007 qualified as an English Solicitor and an Australian Solicitor having worked for a number of years in both London and Sydney at a top tier global law firm.



## Biographies



### **Sarah Mercury**

Director and Head of Private Wealth, Jersey  
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sarah.mercury@ogier.com

Sarah is Director and Head of Private Wealth, Jersey, leading a team composed of trust and company administration specialists. Sarah has experience in all aspects of private wealth including trusts, companies, foundations, private trustee companies and partnerships. Sarah has more than 25 years' experience in the finance sector in Jersey and is a member of the Society of Trust and Estate Practitioners.

Sarah has fulfilled the role of trustee and director on a structure holding a large portfolio of prime London commercial real estate and acted as trustee on numerous family trusts for UHNW individuals and families across various jurisdictions working with a broad range of assets including real estate, art, classic cars, luxury yachts, private aircraft, investment portfolios, bank deposits, listed and unlisted securities.



### **Simon Goldring**

Private Client Director, Middle East  
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As private client director for the Middle East, Simon is based in Dubai and works with Ogier clients across the region and is an ambassador for Ogier's global jurisdictions including BVI, Cayman, Guernsey, Ireland, Jersey and Luxembourg.

Ogier provides a full service to clients in the Middle East, offering legal, corporate and fiduciary services, and regulatory consulting from its new location in the Dubai International Finance Centre

Simon is well known as a senior statesman across the region. He helps develop client relationships as part of the extended Ogier team across the fields of law, corporate and fiduciary services and regulatory advice

With a background as a highly experienced international lawyer, Simon has more than 20 years' experience supporting families in the region and an extensive knowledge of the needs of private clients around the world.

## Biographies



**Kelly Bentley**

Assistant Manager

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Kelly is assistant manager within the Ogier Global Private Wealth team. Kelly's principal expertise is in the superyacht sector including superyacht administration, superyacht ownership structures, yacht registrations and crew payroll and employment administration structures. Kelly has a wealth of experience in administering all types of ownership structures including partnerships, foundations and ICCs.

Before joining Ogier in October 2022, Kelly was a senior administrator in the Marine & Aviation team at an independent trust company in Jersey where she developed her knowledge of the superyacht sector.

## Our locations

### Beijing

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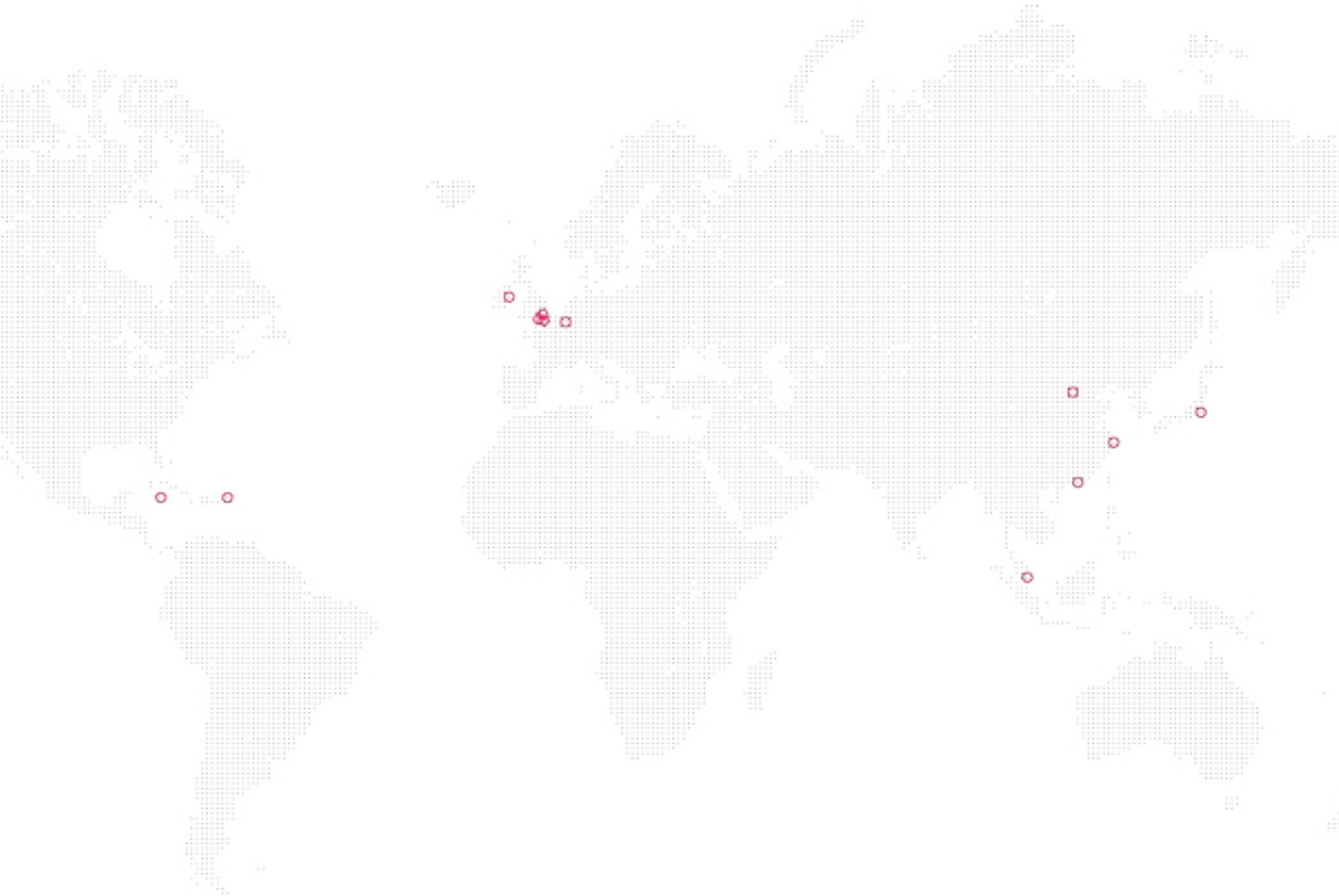
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# Ogier | To the point.

Ogier is a professional services firm with the knowledge and expertise to handle the most demanding and complex transactions and provide expert, efficient and cost-effective services to all our clients.

## We have three divisions:

**Legal:** Practical advice on BVI, Cayman, Guernsey, Irish, Jersey and Luxembourg law.

**Corporate and Fiduciary:** Corporate administration services with a strong reputation in governance and regulatory compliance.

**Consulting:** Independent guidance on regulatory compliance.

### Core legal services

- Banking and Finance
- Corporate
- Dispute Resolution
- Investment Funds
- Private Wealth
- Regulatory
- Tax

### Core corporate and fiduciary services

- Corporate Administration
- Debt Capital Markets
- Funds
- Investor Services
- Private Wealth
- Real Estate

### Core sector services

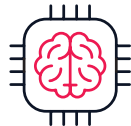
- Aviation and Marine
- Family Office
- Private Equity
- Real Estate
- Restructuring and Insolvency
- ESG
- Technology and Web3

1,200  
Employees

120 40  
Partners Directors

## Investment in technology

Our continued investment in our people and technology is transforming the delivery of professional services to our global client network, from live client portals to digital contracts, digital collaboration areas and document compilation.



## Sustainability

As an international firm, we support efforts to protect global and local ecosystems. We are continuously and actively reducing our global carbon emissions and environmental impact. We are embedding sustainability at every level.



## Corporate Social Responsibility

We're committed to being a good corporate citizen and supporting causes that empower people and enable our communities to thrive. We achieve this through community partnerships, pro bono work and volunteering.



## Innovation

Whether we're pioneering new ways to service clients or fostering a culture of continuous improvement, innovation is at the heart of everything we do. We are committed to providing a market-leading service that empowers clients.



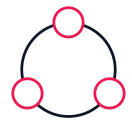
## Client Centric

We understand what our clients need to succeed, and do everything to ensure they meet their goals as simply and effectively as possible.



## Diversity, Equity and Inclusion

We believe in putting people first. As a global business we recognise diversity, equity and inclusion can be complex, challenging and nuanced. So we're meeting it with courage, drive and openness.



  
**Contentious Trusts and Estates Team of the Year**  
STEP Private Client Awards 2024

  
**Best Offshore Law Firm 2024**  
HFM Asia Services Awards 2024

  
**Best Law Firm**  
Fund Domicile Private Equity Wire European Awards 2024

  
**Offshore Firm of the Year**  
The Lawyer European Awards 2023





We get straight to the point, managing complexity to get to the essentials. Our global network of offices covers every time zone. We listen actively, asking the right questions, focused on what really matters. We deliver targeted, pragmatic advice with absolute clarity.

**Legal**  
**Corporate and Fiduciary**  
**Consulting**

Beijing  
British Virgin Islands  
Cayman Islands  
Dubai  
Hong Kong  
Guernsey  
Ireland  
Jersey  
London  
Luxembourg  
Shanghai  
Singapore  
Tokyo

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Our network of locations also includes Beijing, Dubai, Hong Kong, London, Shanghai, Singapore and Tokyo. Regulatory information can be found at [ogier.com](http://ogier.com).