



ECPY SYMPOSIUM - Nice, 19/04/2024

The new figure of the yacht broker according to the Italian nautical code

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ISYBA is the Italian association of yacht brokers founded in 1997 and I have been its legal consultant since 2007.

Today's topic is the new figure of the yacht broker according to the Italian nautical code in force since 2021.

Therefore we will talk about the article 49 of the law.



1. A yacht broker is someone who brings together, also through consultancy activities, two or more parties for the conclusion of contracts for the building, sale, charter and mooring of pleasure craft.
2. The yacht broker can exclusively carry out the activity indicated in paragraph 1, therefore his independence is confirmed as he carries out its professional activity without being tied to any of the parties by relationships of collaboration, dependence, representation or any kind of ties that could compromise its independence.
3. The yacht broker cannot delegate the functions relating to the exercise of the profession if not to another registered broker.
4. After the conclusion of the contract for which he has provided his services, the yacht broker may be appointed by the shipyard or in any case by one of the parties to represent it in the documents relating to the execution of the contract itself.

What is important to know ?

In Italy only a licensed broker who passed the exam and is inscribed in the office of a chamber of commerce can carry out his profession.

ISYBA as the Italian yacht broker association, recognized by the ministry, in recent months is acting to make the new professional figure fully operative.

For this reason the examination program will be decided in the next few months, during which Isyba is working with Confindustria Nautica, the Italian yachting association, and the ministry of transport in Rome with which it has a close collaboration and an old relationship.

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How to become a Yacht Broker ?

These exams will take place in the most important chambers of commerce around Italy, as is the case today for maritime brokers. Isyba carries out regular training for yacht brokers by remote tutoring.

Therefore in the soon in Italy, only yacht brokers with a professional qualification will be able to operate in the Italian market without risking sanctions.

This is the reason why Isyba is looking forward to sign agreements with foreign operators and associations in order to facilitate their work with the Italian market.

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Thank you all for your attendance

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