



European  
Committee  
for Professional  
Yachting

DEFENDING  
YACHTING  
RIGHTS  
SINCE 1993



## About **ECPY**

Yachting is more than just about yachts; it fundamentally revolves around the dedicated women and men driving this exciting yet often misunderstood industry. Their expertise fuels businesses, creates thousands of direct and indirect jobs, and contributes to an ecosystem characterized by excellence and innovation.

Since its inception in 1993, ECPY (The European Committee for Professional Yachting) has been the premier association advocating for yachting professionals. With a robust network of over 170 member companies, ECPY represents all key sectors of the industry, including brokerage, insurance, shipyards, suppliers, legal and fiscal consulting, and much more.

ECPY actively collaborates with administrations and regulatory bodies to harmonize European legislation, fostering a dynamic and sustainable environment for the industry's growth.

We are working at a national, EU and international level, for instance through the recent launch of HCPY in Greece to unify rules in the Med considered as the 1<sup>st</sup> yachting destination.

Additionally, ECPY is renowned for organizing events, which provide unparalleled networking opportunities for its members. These events promote the exchange of knowledge, best practices, and professional development.

Thierry Voisin  
ECPY President







# COMMITMENTS



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to enter  
YouTube channel







see the  
events

## ECPY Open Days

ECPY Open Days are held approximately seven times a year in the Port of Nice, allowing brokers and industry professionals to visit yachts available for sale and charter. Running from 10 AM to 6 PM, these events provide an essential platform for brokers to showcase their listings and engage with key players in the yachting industry. These events attract around 150 brokers for an average of 30 visits per yacht within the day. There are around 25 yachts available for viewings in each Open Day.

## ECPY Riviera Yachting Rendez-Vous

The ECPY Riviera Yachting Rendez-Vous is the premier kick-off event for the summer yachting season on the French Riviera. Held annually in the Port of Nice for the past six years, this event gathers industry professionals over two to three days, featuring the display of yachts for sale and for charter, after-work events, social activities and the opportunities to meet suppliers including food provisioning companies.

## ECPY Riviera Yachting Symposium

The ECPY Riviera Yachting Symposium is a high-level conference held in the heart of the French Riviera, uniting experts, industry leaders, and the press to discuss the latest innovations, regulations, and sustainable practices in yachting. Covering five to six key topics, the Symposium provides a crucial forum for strategic discussions and industry updates. ECPY enables its members and other yachting professionals to stay informed about emerging trends within the industry, such as sustainability, anchorage, charter destinations, taxation, statistics, and more.

## ECPY Events attendance

Focus on expanding ECPY's presence at external events worldwide where we're pleased to attend such as Cannes Yachting Festival, Monaco Yacht Show, Palm Beach Boat Show, MYBA, Mare Forum and more.

# COMMITMENTS



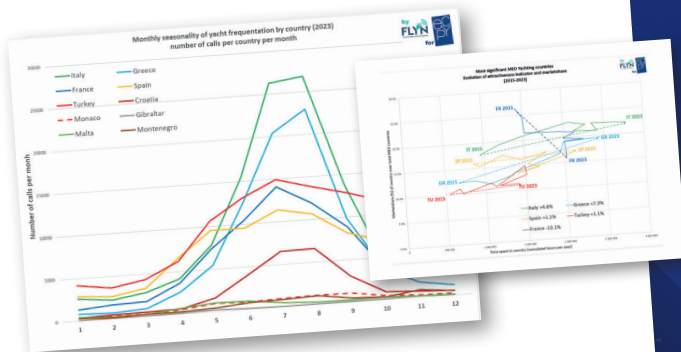
## ECPY Sustainability

- Keep track of environmental regulations affecting yachting, with a focus on conventions and laws designed to protect Mediterranean waters.
- Update ECPY members of the mooring regulations adopted by local authorities in the South of France.
- Collect information regarding ongoing criminal and civil court cases before the Tribunal Maritime of Marseille.
- Work closely with active companies that implement sustainable initiatives such as environmental-friendly fuel oil.





# ECPY Business Intelligence



It aims to run effective statistics since 2015 to allow professionals to have a better ideas of trends, emerging destinations and more.



# ECPY Tax & Law

We aim to unify rules and regulations globally, share documents and last updates on prefectoral decrees, laws and court decisions.

One of ECPY's objectives is to serve as the preferred liaison between yachting professionals and authorities. By presenting a united voice and engaging in coordinated actions, we strengthen our influence with the administration.



## The ECPY Transport Agreement

In 2017, ECPY introduced an alternative to the traditional charter contract known as the “ECPY Transportation Contract,” designed to be a safe and user-friendly solution for all parties wishing to use an alternative to a classic charter agreement.

In the Transport Agreement, the yacht owner agrees to transport the client from the port of embarkation to the port of disembarkation, as outlined in the itinerary and ports of call specified in the contract. This itinerary may be adjusted during the voyage due to weather conditions or other factors, provided that the fundamental nature of the contract is maintained. The price includes the rental of the yacht, along with its crew, as well as the total fuel consumption for the journey specified in the contract.

Advantages:

- **The price includes the yacht and its crew and total fuel consumption for the contracted itinerary.**
- **VAT rates vary:**
  - 10% for navigation in French waters (2.1% in Corsican waters)
  - 0% for international navigation (departing France with a foreign stopover)



- Fuel can be purchased exempt from VAT and TICPE, resulting in significant savings
- The itinerary and ports of call are stated in the contract but can be amended due to bad sea/weather, technical issue or medical urgency.

The ECPY transport contract has had remarkable success in 2024, being utilized by more than 250 brokers across 92 ECPY companies including 15 new companies and 52 new users in 2024. This impressive network has facilitated the establishment of approximately 675 contracts within just one year, bringing the total to over 2,000 since the launch of the ECPY platform (2022). The widespread use of this contract not only highlights its effectiveness among brokers but, more crucially, highlights its value and appeal to clients. The positive reception and strong performance of the ECPY transport contract indicates its pivotal role in streamlining operations and enhancing service delivery in the transport of passengers' sector. Consequently, it has become an essential tool for brokers and clients alike, fostering better business relationships and driving growth within the industry. Currently, more than 150 yachts ranging from 18m to 90m accept the ECPY Transportation Contract.

The ECPY Transportation Contract is also available for day charters featuring a simpler version of the contract designed to facilitate the establishment of day charters.

## ECPY Contract Platform

ECPY members have access to a confidential online platform that enables them to create and automatically generate transport or charter contracts by entering the required information. This platform ensures compliance with the new contract format and facilitates the utilization of tax exemptions.

The Contract Committee will soon unveil new features on the ECPY platform to make the use of both contracts even easier than ever before.

Flash the code  
to enter the  
platform



# ORGANIZATION



ECPY is working on key topics focused on shaping the future of yachting, providing members with exclusive insights and strategic connections.

ECPY has several means of action:

- A staff of 2 people based in the Port of Nice, the heart of the French Riviera
- Actives committees: events, communication, membership, shipyards & contractors, international, business intelligence, tax & law, charter broker, sale broker, sustainability and more





- Regular Board of Directors to work on key topics and provide regular updates to members
- Key partners and sponsors allowing the association to reinforce its brand image: Port of Nice, ANP Insurance, MYBA, VSF Group, BBO Studio and more.

As yachting is represented through different activities, we are also working on the relation, we built with other yachting associations such as GEPY, MYBA, PYA to work together and strengthen actions.

ECPY is also proactive on lobbying with politics at a national and EU level as the association is listed in the Transparency Register..

# BECOME A MEMBER



Why join  
**ECPY?**

ECPY is an association born in 1993 and gathering companies as members that are representing the whole yachting industry: brokerage, insurers, lawyers, classification societies...

- Access an Exclusive Network: Connect with a strong network of yachting professionals through frequent interactions and events.
- Stay Informed: Receive regular updates on fiscal, maritime, tax, customs, and environmental regulations.
- Advocacy & Representation: Benefit from ECPY's ongoing engagement with French and EU authorities regarding regulatory matters.
- Exclusive Event Benefits: Enjoy preferential rates and unique opportunities at events organized by ECPY.
- Industry Recognition: Leverage the ECPY accreditation to enhance your brand's credibility and visibility.
- 24/7 Access to Resources: Gain exclusive access to legal documents, industry reports, and regulatory texts at any time.
- Access to the ECPY contract platform.

Join ECPY and become part of a vibrant community that is shaping the future of yachting!





how to become  
a member?





# ECPY Testimonials

**Raphaël Sauleau**  
CEO IYC • President of MYBA

*"ECPY excels in upholding high standards in the yachting industry. Their advocacy and regulatory expertise as well as quality of their regular open days significantly contribute to the Industry's image and growth. ECPY is a respected and vital force in professional yachting."*

**Jonathan Becket**  
CEO • Burgess

*"We have worked with ECPY and Thierry Voisin for a number of years. They have done a fantastic job of supporting the industry and ensuring that we are equipped with the right knowledge and tools. In addition to this, the ECPY open days in Nice have been a huge success, allowing for an effective and cost efficient way of exhibiting our yachts in the South of France."*

**Thomas de Campou**  
Sales Manager • ANP Superyacht Insurance

*"Our company has been an ECPY member for more than 15 years, the numerous actions of the association allow us to be up to date on all maritime regulations in the EU but also to exchange with other players in the Yachting market. ECPY brings together all the yachting professions, which allows for constructive and enriching exchanges. The association is active all year round with the organization of Open Days and conferences, which shows a dynamic and committed association."*



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