
**SPECIAL
EDITION**



03.12.2025

Newspapper



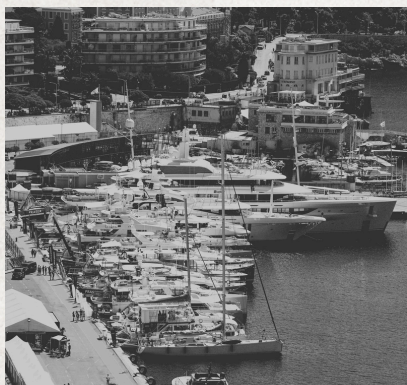
**ANTIGUA
CHARTER SHOW**

ECPY GAZETTE



REVIEW OF THE 2025 SEASON

INFO@ECPY.ORG - 22 QUAI LUNEL 06300 NICE, FRANCE



**RIVIERA YACHTING
RENDEZ-VOUS**



**RIVIERA YACHTING
SYMPOSIUM**

ECPY OPEN DAYS — *That's a wrap!*

*This year, ECPY has organized **5 ECPY Open Days**, the **Riviera Yachting Rendez-Vous** (2-days event) and the **Symposium**.*

*We were pleased to welcome **124 yachts** on display either for sale and/or for charter **from 18 to 90 meters**. During each event we are pleased to host around **150 visitors** that could benefit from the ECPY Lounge and free wifi, a foodtruck during lunch time, the traditional ECPY cocktail to close the event and allow each of you to meet other yachting professionals and benefit from other amenities.*

*For 2026 we are looking forward to welcoming you once again in the Port of Nice for **7 Open Days** from April to October ! Dates will be communicated soon...*

Do not hesitate to contact us for further information regarding ECPY events at events@ecpy.org

Lucie Schmitt,
Events Committee



154 Members
this year



+13 New
companies



124 Yachts on
display during
ECPY open days



951 Transport
Agreements done



150 Visitors per
events per day





CHARTER *agreement*

Charter contracts are like the universal language of the sea — used all around the world, especially in Mediterranean European countries, and traditionally based on UK laws (because who doesn't love a bit of British flair?). But with Brexit causing a bit of a legal tug-of-war, UK laws are no longer the only game in town — especially since most charter adventures still take place in European waters.

So, in 2023, ECPY decided it was time for a sea change. Enter the ECPY Yachting Charter Agreement — a shiny new contract designed to stand out from the old MYBA crowd by being firmly rooted in European laws. Think of it as giving the old sea dog a European upgrade!

This fresh contract will make its debut on the ECPY Contracts Platform at the start of 2026, ready to make waves. And just like the ECPY Transport Contract, it'll be available to all ECPY subscribers under the same straightforward terms — because who likes surprises on the high seas?

KEY DIFFERENCES FROM THE TRADITIONAL CHARTER AGREEMENT

- *Based on European laws.*
- *Incorporates Force Majeure provisions for clients.*
- *Clearly specifies pre- and post-delivery tax treatment terms.*
- *Differentiates the roles of Central Agent and Stakeholder.*
- *Provides a specific definition of static charters.*
- *Details brokers' commissions in a separate agency agreement from the main contract.*
- *Explicitly excludes the right of withdrawal.*
- *Contains provisions regarding data protection and confidentiality.*

TRANSPORT *agreement*

Since launching in early 2019, the ECPY transport contract has swiftly become the industry's favorite yacht-side secret weapon — kind of like the VIP pass of yachting paperwork. Specially designed to clear up the murky waters around leisure yacht rentals and dodge any tax or customs whirlpools, it's now the go-to standard, trusted by brokers and clients alike — think of it as the Swiss Army knife of yachting contracts.

This nifty legal agreement acts as the ultimate handshake between passengers and service providers, laying out the terms clearly so there's no room for misunderstandings — like a compass guiding your voyage. It's so reliable that many brokerage firms swear by it, making it the legal backbone of the industry.

But wait, there's more! Since 2022, ECPY has taken things a step further by creating a fancy new platform to formalize yacht transport contracts. Now, each broker can securely share contract details — think of it as a secret yacht-sharing club (but totally legit).

And coming soon, you'll be able to buy tokens online faster than you can say "smooth sailing," making transactions easier and more seamless than a sail in calm waters. Because who has time for complicated stuff when you're trying to enjoy the high seas? Stay tuned — the future of yachting contracts is about to get a whole lot more fun!

Elisabeth Niek,
Vice-president

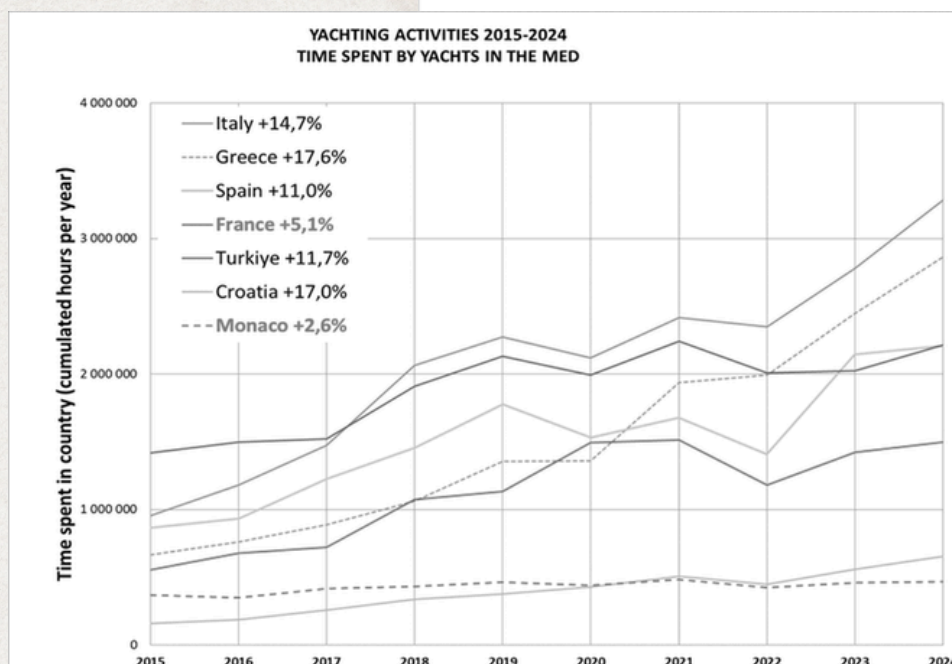
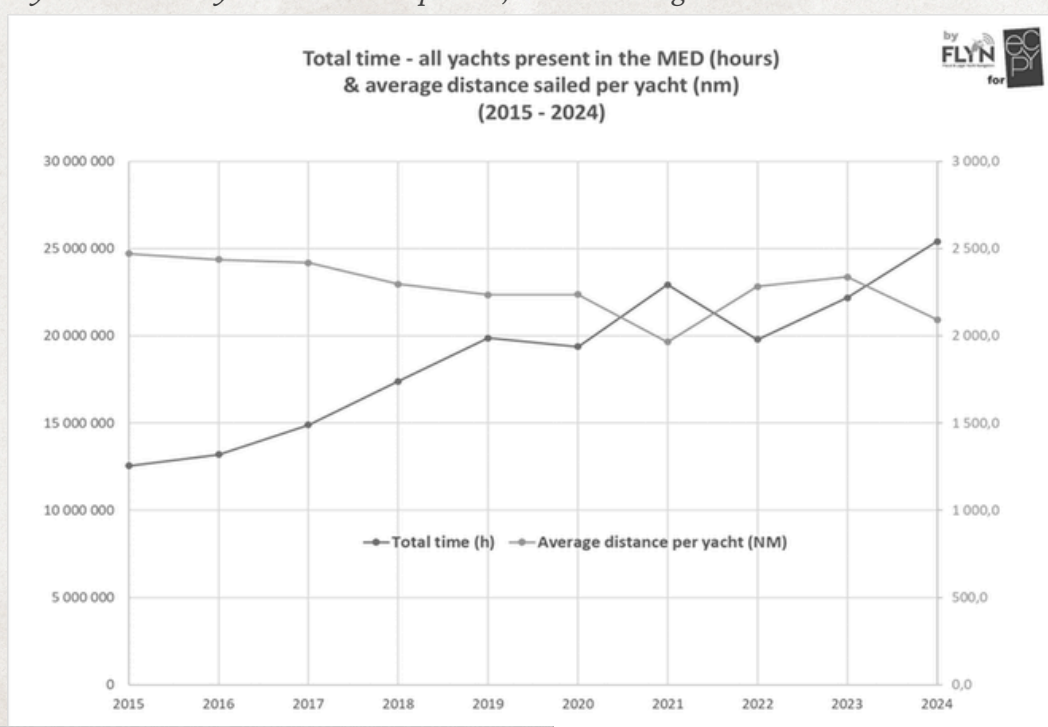
Business INTELLIGENCE

Since 2015, ECPY has produced an annual study of yacht movements in the Mediterranean, enabling to track trends in the region's most frequented waters.

Over the past ten years, the total time yachts spend in the Mediterranean has doubled, while the global yacht fleet has grown by roughly 50%. This confirms the Mediterranean as the world's premier yachting destination. However, after a post-Covid peak, the average distance cruised by yachts has continued to decline, largely due to rising fuel and operating costs.

The strong average annual growth rate of 11.4% varies significantly by country. Italy remains the most visited destination, with figures above the regional average, while Greece and Croatia show the fastest growth. In contrast, France and Monaco have experienced below-average growth, a direct result of various social and fiscal regulatory changes over the past decade, as well as more recent anchorage restrictions. Once the most attractive location in the region, France has now fallen to fourth place.

Additionally, Turkey, Spain, and Greece have the highest levels of "captive" yachting activity, with yachts spending more than 16% of their cruising time exclusively in each country's waters. In comparison, exclusive navigation within French waters accounts for only about 2%.



William Rizzo,
ECPY co-president

MOORING *studies*

In 2023, France introduced new regulations governing anchorage for vessels over 24 meters, including the creation of a virtual red line designed to better protect Posidonia seagrass. The rollout began with an information campaign, followed by criminal proceedings before the Marseille Maritime Court and civil actions led by environmental associations dedicated to protecting Posidonia.

From the outset, ECPY has closely monitored this issue. As a key point of contact for government authorities—particularly the Maritime Prefecture responsible for enforcing these rules—we have repeatedly conveyed the concerns and positions of yachting professionals. While our views have been acknowledged, they have not been taken into account.

Given the lack of progress and the significant economic impact already observed, ECPY is now considering legal action to defend the interests of the yachting industry against the State. This is not a step we take lightly, but the situation has become untenable: France's rigid stance has directly contributed to a decline in its market share. Once the leading destination in terms of yacht length-of-stay, with 27% of the market, France has fallen to fourth place by 2025, behind Italy, Greece, and Spain.

Thierry Voisin,
ECPY co-president

FUN FACTS



Born in 1993 — like many classic bangers, ECPY has been supporting the yachting world since January 1993. It's basically a millennial.



Shipyards, brokers, insurers, tax experts, craftsmen... ECPY gathers pretty much every profession you'd need to build, run, sell, or rescue a yacht.



Their office is literally on the port of Nice. Not a bad place to "go to work," right?



It's one of the biggest professional yachting networks in Europe, with members spread across more than 20 countries.



Their mission is simple but big. Support the European yachting industry, boost business, promote good practices, and navigate the maze of rules so the sector can keep cruising smoothly.



ECPY regularly works with local governments, national authorities, and even the EU to make sure regulations don't sink the industry.



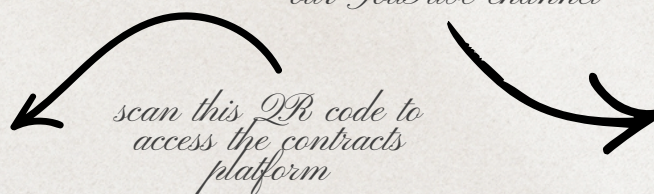
Tax & Law : 70% RULE

The 70% rule determines the fiscal status of a yacht engaged in commercial operations in French waters. If, in 2025, the yacht completes more than 70% qualifying trips, it will be eligible in 2026 for the VAT exemption regime (no VAT on supplies or services).

However, if the yacht does not reach the 70% threshold in 2025, it will fall under the standard VAT regime in 2026. This means VAT will apply to all supplies—and, critically, may also apply to the value of the yacht itself if VAT has not yet been paid or accounted for through the reverse charge mechanism on its hull value.

It is therefore essential to verify each commercially operated yacht's status before 31 December 2025. Please also note that pre-delivery and redelivery trips before and after charters are considered trips by the French authorities. We have observed that this crucial point has sometimes been overlooked, and we strongly recommend contacting your fiscal representative or your tracking provider to confirm the yacht's tax position.

**Thierry Voisin,
ECPY co-president**



*scan this QR code to discover
our YouTube channel*

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access the contracts
platform*

