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Newspaper



MYBA CHARTER  
SHOW

# ECPY GAZETTE



# THE 2026 KICKOFF

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

# ECPY EVENTS

## *Save the dates !*

For 2026, we are delighted to announce that ECPY will once again welcome you to the Port of Nice for 8 Open Days :

- *April 2nd, 2026*
- *April 16th, 2026*
- *May 13th, 2026*
- *June 10-11th, 2026*
- *June 30th, 2026*
- *September 1st, 2026*
- *September 15th, 2026*
- *October 6th, 2026*

*We look forward to welcoming you dockside for another dynamic season of networking and yacht viewings in a friendly and professional atmosphere.*

*Do not hesitate to contact us for further information regarding ECPY events at [events@ecpy.org](mailto:events@ecpy.org)*

**Lucie Schmitt,**  
**Events Committee**



**160 ECPY**  
*members in*  
**2025**



**+16 New**  
*companies*



**124 Yachts on**  
*display during*  
**ECPY Open Days**



**951 Transport**  
*Agreements done*



# PALM BEACH INTERNATIONAL BOAT SHOW 2026

*Join us at the Yatco Lounge !*

*From this year onwards, ECPY will be present at the YATCO Lounge, located at the entrance of the show within the The Ben Autograph Collection. This prime location offers an ideal setting to connect with industry professionals in a relaxed and welcoming environment throughout the event.*

*Visitors will have the opportunity to meet the ECPY team, learn more about our association, and discover the expertise of our sponsors — key players in the Mediterranean yachting industry. Our partners will be available to provide valuable insights and guidance on essential topics such as yacht tracking, taxation, customs regulations, and charter operations.*

*The YATCO Lounge will also serve as a meeting point for brokers, central agents, managers, and other yachting professionals looking to expand their network and exchange on current industry matters.*

## OUR SPONSORS



*YMCA YACHTING is a team of authorized customs operators (AEO) providing solutions tailored to each yacht and owner, ensuring full compliance with French and European customs and tax requirements. Whether an owner intends to operate commercially or privately in the Mediterranean, we help navigate the complex regulatory framework surrounding yacht ownership and operation. With strong territorial expertise and a trusted network of partners, YMCA YACHTING is a reliable customs partner across the French Riviera, as well as in Corsica, along the Atlantic coast and in the English Channel.*

*Starting in 2026, we are pleased to introduce a comprehensive VAT representation service designed specifically for commercial yachts operating in French waters. This new service complements our existing customs and VAT solutions, offering yacht owners and operators a complete tax and customs management package through a single trusted partner.*

*In addition to our activities in France, we benefit from a network of trusted VAT professionals across several EU jurisdictions, enabling us to assist clients with their VAT compliance and fiscal representation needs in other Mediterranean countries when yachts operate beyond French waters.*

*To learn more about our services or schedule a meeting, please contact us at [info@ymca-yachting.com](mailto:info@ymca-yachting.com) or +33 4 92 00 43 90.*



*FLYN-YACHTING is a company exclusively dedicated to yacht fiscal tracking and the production of probative documentation for the maritime sector. Its core activity focuses on VAT calculation for commercial operations and on determining whether a yacht qualifies for VAT exemption under the 70% high seas trips requirement. By closely tracking AIS navigation data and operational activity, FLYN-YACHTING ensures accurate fiscal assessments and full regulatory compliance.*

*The company delivers certificates validated and signed by a qualified navigation expert, ensuring strong evidentiary value and recognition by the relevant authorities in the event of inspections or audits. FLYN-YACHTING also issues certified documentation for complex operations such as yacht sales in international waters, entries into and exits from the Temporary Admission regime, compliance matters related to anchoring in restricted areas in France, as well as specific studies upon request.*

*Through its technical expertise, precision, and in-depth knowledge of maritime regulations, FLYN-YACHTING stands as a trusted partner for yacht owners seeking clarity, security, and compliance in an increasingly regulated environment.*

*To learn more about our services or schedule a meeting, please contact us at [noemie@flyn-yachting.com](mailto:noemie@flyn-yachting.com)*



## CSO YACHTS

*Established in 1959 by Claude Schmitt and originally known as Claude Schmitt Organisation, CSO Yachts is one of the longest-established yacht brokerage houses in the South of France. For more than six decades, the company has built a reputation for combining the personalized attention of a boutique brokerage with the expertise, market knowledge, and professional resources of the world's leading firms.*

*Today, CSO Yachts provides a comprehensive range of services including yacht sales and acquisitions, charter, and yacht management, assisting an international clientele across the Mediterranean and worldwide. Each client benefits from a tailored approach, discreet guidance, and a deep understanding of the global yachting market.*

*CSO Yachts is also actively engaged in the professional yachting community through leading industry associations such as MYBA — widely recognized as the world's foremost association for yacht brokerage and charter professionals — as well as ECPY. Through this involvement, the team remains closely aligned with the highest professional standards, current regulations, and the evolving expectations of yacht owners and charter clients.*

*Contact us at [info@csoyachts.com](mailto:info@csoyachts.com) or visit [www.csoyachts.com/en/](http://www.csoyachts.com/en/)*

# ECPY *Symposium*

For its 2026 edition, the ECPY Riviera Yachting Symposium returns on **September 17th**, with an exciting programme designed to gather yachting professionals, industry leaders, and maritime enthusiasts for a day of insight, debate and networking.

Building on the success of past editions — including the 8th Symposium in June 2025, which brought together more than 90 attendees for in-depth discussions on market trends, sustainability, regulations and more — the 2026 Symposium promises to be another marquee event in the Mediterranean yachting calendar.

Set against the scenic backdrop of the Riviera, the Symposium will once again provide a forum where experts share forward-looking perspectives on the industry's most pressing topics. Participants can expect strategic insights, lively panel discussions, and unparalleled opportunities to connect with peers and thought leaders from across the yachting ecosystem.

Whether you're focused on evolving regulatory frameworks, emerging market dynamics, or innovations shaping the future of yachting, the ECPY Symposium will offer valuable takeaways and a chance to engage directly with key stakeholders. Stay tuned for detailed programme updates as they are released in the coming months.



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our YouTube channel*



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access the contracts  
platform*



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# *About* ECPY

*We welcome our new members, Boatsters Black (a charter & brokerage company with offices in Spain, the Netherlands and Belgium), Dermican Law Office (maritime lawyers in Turkey), Heeding Climate Solutions (a digital solution that connects companies with certified sustainable fuel suppliers), and Northrop & Johnson (a global yachting company with offices in 8 countries).*

*For a complete list of our members, visit our website.*

*Want to become a member? Contact us at [info@ecpy.org](mailto:info@ecpy.org)*

*In addition, ECPY is hosting her annual general meeting on April 14th in Saint-Paul-de-Vence at Le Mas de Pierre. This meeting is a key rendez-vous to understand ECPY's vision, her actions done throughout the year and also future projects.*





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# NEW ECPY 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 instead of the British law.*
- *Incorporates **Force Majeure** provisions for clients/charterer according to travel restrictions .*
- *Clearly specifies pre- and post-delivery tax treatment terms: to be taken into account in the tax treatment of the commercial exemption from France.*
- *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 based on the Consumer Code.*
- *Contains provisions regarding data protection and confidentiality (GDPR).*

## KEY DIFFERENCES BETWEEN CHARTER AND TRANSPORT AGREEMENT

- *The main impact depends on the nature of the service and the predetermined nature of the itinerary and the nature of the relationship between the Client and the Captain.*
- *Central Agent is another party witness to the Agreement in addition to Broker and Stakeholder.*
- *Strong interest from a tax point of view according to the definition of the cruising area and the embarkation and disembarkation ports.*
- *VAT impact: full VAT rate vs transport VAT rate of 10% for the part of the cruise in territorial waters.*
- *Impact on VAT and TICPE (fuel and services).*
- *Legal framework*
- *Insurance & guarantees*

*Elisabeth Niek,  
ECPY vice president*

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