

A FOCUS ON MARINE & AVIATION

NEWSLETTER FROM JTC

ISSUE 1

APRIL 2021

JTC has specialist expertise in many sectors relevant for wealthy individuals and families. Each month we will share some of our knowledge in these sectors, and in April we began with a focus on marine and aviation.

During the month we introduced our global marine and aviation team, shared articles and videos and asked some external experts for their views.

We have summarised the activity in this newsletter:



NEWS

FOUR THINGS TO CONSIDER BEFORE OWNING A YACHT



JOEL CHINN

Director - Private Client Services

Many wealthy families and individuals dream of owning a yacht. It can bring great freedom and enjoyment as well as often much needed time to relax. There are however many considerations when owning a vessel. Private Client Services Director, **Joel Chinn**, discusses some of the key points that people should consider before committing to a purchase.

[READ THE FULL ARTICLE](#)



ASKING THE EXPERTS: BUYING A YACHT - WHAT ABOUT TAX?



NIC ARNOLD
Private Client Director - PwC

Nic Arnold, Private Client Director at PwC in London, shared her thoughts on the main tax issues that should be taken into consideration when owning a yacht.

[READ THE FULL ARTICLE](#)



AIRCRAFT: TO BUY OR TO RENT?



ROBERT MONTICELLI
Senior Director - Private Client Services

While clients may be excited by the idea of owning their own jet, it is generally advised that if they are not going to fly at least 150 hours a year, they should not be purchasing their own aircraft. Private Client Services Senior Director, Robert Monticelli, discusses how to make the decision on whether to buy a new or pre-owned aircraft, or if it makes more financial sense to rent.

[READ THE FULL ARTICLE](#)



JTC PRIVATE OFFICE: ASKING THE EXPERTS - MARINE AND AVIATION



JTC's Silvia Andriotto spoke with industry experts Marcela de Kern Royer, Consultant at Onboard Monaco and author of *The Superyacht Industry* book, as well as Matteo Atti from VistaJet. Both were able to share their thoughts on their respective industries.



Understanding the Private Jet Industry with Matteo Atti.

▷ WATCH



An Overview of the Yachting Industry with Marcela de Kern Royer.

▷ WATCH

PRIVATE CLIENT DINING CLUB DIGITAL BOARDROOM



JTC's marine and aviation team hosted industry experts from the tax, legal and broker arenas as part of a one hour digital boardroom in partnership with the Private Client Dining Club. The event took the form of short presentations and small break out group discussions covering the yachting, aviation, shipping and offshore supply industries. We will share the output of these discussions in the coming weeks.

STEP MIAMI WEBINAR



JTC sponsored a recent STEP Miami webinar discussing *How to Advise a HNW Client Who Says, "I'm buying an aircraft"*. It was an interactive discussion on the current regulatory environment surrounding Grantors and Trustees of Aviation Assets, Aircraft Registration in the U.S., and the facts leading to the prosecution of one of the largest U.S. Aircraft Trustees and Escrow Agents in the Aviation Industry. On the panel were Gustavo Morales, Director, Aviation Investments & Asset Management and Erin M. Van Laanen, Shareholder, McAfee & Taft.





MEET THE TEAM - MARINE & AVIATION



Miami

EMILIO MIGUEL

Regional Head - Americas
Private Client Services

T: +1 786 391 1519
E: emilio.miguel@jtcgroup.com

[VIEW MY PROFILE](#)



Jersey

ROBERT MONTICELLI

Senior Director
Private Client Services

T: +44 1534 816 286
E: robert.monticelli@jtcgroup.com

[VIEW MY PROFILE](#)



Guernsey

GILLIAN RALSTON-JORDAN

Senior Director
Private Client Services

T: +44 1481 702 415
E: gillian.jordan@jtcgroup.com

[VIEW MY PROFILE](#)



Jersey

JOEL CHINN

Director
Private Client Services

T: +44 1534 816 218
E: joel.chinn@jtcgroup.com

[VIEW MY PROFILE](#)



Dubai/Abu Dhabi

NARO ZIMMERMAN

Director - Head of UAE
Private Client Services

T: +971 4 447 1172
M: +971 50 194 9879
E: naro.zimmerman@jtcgroup.com

[VIEW MY PROFILE](#)



Geneva

GÖKHAN GÜNGÖRÜR

Director
JTC Private Office

T: +41 22 596 3312
M: +41 78 607 7122
E: gokhan.gungorur@jtcgroup.com

[VIEW MY PROFILE](#)



Monaco

SILVIA ANDRIOTTO

Associate Director
JTC Private Office

T: +33 678 633 603
E: silvia.andriotto@jtcgroup.com

[VIEW MY PROFILE](#)



Jersey

GRAHAM PRESCOTT

Senior Manager
Private Client Services

T: +44 1534 760 322
E: graham.prescott@jtcgroup.com

[VIEW MY PROFILE](#)

