

Ministry of the Economy  
and Foreign Trade  
Directorate general for Trade  
& Investment Promotion  
L-2914 LUXEMBOURG  
contact@investinluxembourg.lu  
www.investinluxembourg.lu

Chamber of Commerce of the  
Grand Duchy of Luxembourg  
L-2981 LUXEMBOURG  
Phone: +352 42 39 39-1  
Fax: +352 43 83 26  
international@cc.lu  
www.cc.lu

Luxembourg Maritime Cluster  
7, rue Alcide de Gasperi  
L-1615 LUXEMBOURG  
Phone: +352 26 38 90 27  
contact@cluster-maritime.lu  
www.cluster-maritime.lu

Fedil Shipping -  
Shipping Association  
of Luxembourg  
P.O. Box 1304  
L-1013 LUXEMBOURG  
Phone: +352 43 53 66 1  
Fax: +352 43 23 28  
magalie.lysiak@fedil.lu

Luxembourg for Business  
19-21 Boulevard Royal  
L-2449 Luxembourg  
Grand Duchy of Luxembourg

info@luxembourgforbusiness.lu  
www.luxembourgforbusiness.lu

Embassy of the Grand Duchy  
of Luxembourg  
33, avenue Rapp  
F-75007 PARIS  
Phone: +33 (0) 1-45 55 13 37  
Fax: +33 (0) 1-45 51 72 29  
paris.amb@mae.etat.lu  
http://paris.mae.lu

Honorary Consulate  
Mr. Edmond-Patrick Lecourt  
« Winter Palace »  
4, boulevard des Moulins  
MC 98000 MONACO  
Phone: +377 93 25 30 37  
Fax: +377 92 16 57 97  
s-andrianelli@getadsam.com

Fedil - Business Federation  
Luxembourg  
P.O. Box 1304  
L-1013 LUXEMBOURG  
Phone: +352 43 53 66-1  
Fax: +352 43 23 28  
fedil@fedil.lu  
www.fedil.lu



**SES**

Broadband Services

SES Broadband Services is a 100% owned affiliate of SES, a world-leading global satellite operator and provides high-speed broadband connectivity via satellite.

SES Broadband Services is delivering since 4 years a cost effective bi-directional satellite broadband service for maritime customers.

SES Broadband for maritime offers low-cost satellite-based broadband connectivity, VoIP, data transfer, emailing and web browsing. The system is ideal for short-sea commercial vessels including ferries, fishing vessels, cargo carriers operating at sea and on in-land waterways, yachts and other leisure crafts. The service offering is available throughout European waters and the Middle East region. SES Broadband for maritime allows major savings over alternative conventional maritime solutions and brings your crew and passengers aboard all the benefits of true high speed internet.

SES Broadband Services S.A.  
Château de Betzdorf  
L-6815 BETZDORF  
broadband@ses.com  
www.ses-broadband.com  
www.ses.com/broadband-services

Contact:  
Mr. Aleksander Maracic  
Sales Director  
Phone: +352 710 725 772

**SOCIETE  
GENERALE**

Société Générale Bank & Trust

Present since 1893, Societe Generale Bank & Trust (SGBT) is the oldest foreign banking institution in the Grand Duchy. Since it first opened its doors, SGBT has contributed to the development of Luxembourg's industry and has thus been able to play a role in the emergence of the financial marketplace. Drawing on its considerable experience, SGBT has developed all the capabilities of a multi-specialist bank, offering services to business customers, institutional investors (Securities Services) and high net worth individuals (Private Banking) via its highly active trading room.

Societe Generale Bank & Trust is no.3 in the overall ranking of Luxembourg banks in 2012 and with more 1,000 employees, it is the 7<sup>th</sup> largest banking employer\*. Societe Generale Bank & Trust benefit from the same Standard & Poor's rating as Societe Generale - short term: A-1 and long term: A with a stable outlook - owing to its important role within the Societe Generale Group and its financial solidity.

\* source: Luxemburger Wort

Société Générale Bank & Trust  
11, avenue Emile Reuter  
L-2420 LUXEMBOURG  
Phone: +352 47 93 11-1  
Fax: +352 22 88 59  
www.sgbt.lu

Contact:  
Mr. Jacques-Amaury Thomasset  
jacques-amaury.thomasset@socgen.com  
Mr. Xavier Blouin  
xavier.blouin@socgen.com

**that's it**  
your yachting solution

Established in 2003, the THAT'S IT & MAMA.LU group is a governmental licenced maritime manager.

Our job stays to advice You in your choice of the most adequate structure to hold and operate your yachting invest.

The main criteria's remain:

- Sailing areas, especially since the new VAT regulation in force since the 1st January 2013.
- Place of residence of the guests.
- Merchant chartering or private use only.
- Tax planning

We offer:

- Tax efficient Ownership Structuring.
- Registration of the yacht & the continuous monitoring of the compliance of the vessel's documentation.
- Crew services related to certification, engagement, payroll & health care matters, in compliance with MLC 2006 as the Regulation EC no 883/2004.
- Book keeping, periodical tax return, VAT-clearance in respect of the acquisition/ leasing/ operating, both under VAT exemption- or VAT- recovery regime.

Some may consider these daily tasks as dull, we qualify them as most important to the good standing of your yachting invest.

Sincerely yours:  
André HARPES  
Jean-Pierre VERNIER

THAT'S IT A.G.  
1, Place du Théâtre  
L-2613 Luxembourg  
Phone: +352 29 73 33  
Fax: +352 29 72 22  
www.thatsit.lu

Contact:  
Mr. André Harpes  
Mobile: +352 621 147 035  
Mr. Jean-Pierre Vernier  
Mobile: +352 621 226 258

**Wycc**

Worldwide Yacht Crew Cover:  
Crew Insurance & Financial Services

Only one name for Crew members' needs all around the world  
Whatever the nationality, employer, fiscal residence, Yacht's flag,  
with or without job...

WYCC: The Best solution

- Safeguarding Employees
- To be compliant with the applicable law:
  - MLC 2006, Flag state
  - Seafarer Employment Agreement

WYCC Products: Group or individual

- Healthcare Plans up to 100%
  - In/out patient treatments, Dental Cares
  - Vision cares, alternative cares, maternity...
- Death & Disability (accident / illness)
- Assistance - Repatriation
- Web Access: Turnover & Claims management
- Family solutions
- Saving Retirement Plan
  - The most flexible plan on the market with the lowest fees
- Financial services
  - Bank account, Tax & Estate planning

ICS SA - WYCC  
41, Avenue de la Gare  
L-1611 Luxembourg  
Phone: +352 27 44 54  
Fax: +352 45 75 54  
www.wycc-insurance.com

Contact:  
Mr. Mathieu Henry  
manager  
mathieu.henry@wycc-insurance.com

**luxembourg.**

**MONACO YACHT SHOW**  
25 > 28/09/2013  
booth QP37 - Parvis Piscine





## Luxembourg, on top of the wave

Since the signing of the Luxembourg Maritime Act in 1990, Luxembourg has developed an attractive and reliable jurisdiction for shipping, and ships flying the “Red Lion” have been navigating the seven seas. Luxembourg has even been a forerunner in terms of registration of small commercial cruise vessels in a commercial maritime register.

Today, the Luxembourg maritime legislation has proven its effectiveness and the Luxembourg shipping sector continues to grow even in a continuously challenging economic environment, and numerous synergies involving the financial, insurance and logistics sector have emerged.

The Luxembourg Maritime Administration supports the maritime sector in a spirit of service while respecting national, European and international regulations. The administration offers a quality service which, since 2000, has led to an ISO 9001 certification

### Luxembourg Maritime Administration

19-21, Boulevard Royal  
L-2449 LUXEMBOURG  
Phone: +352 2478 4453  
Fax: +352 299 140  
cam@cam.etat.lu  
www.maritime.lu



Established in 1856, **Banque Internationale à Luxembourg S.A.**, is the first private bank in Luxembourg.

BIL, one of the leading financial institutions in Luxembourg, benefits from the strong financial support of its shareholders:

- 90% Precision Capital SA, Luxembourg, owned by members of the Qatari Al-Thani family.
- 10% Luxembourg State.

Our footprint extends from Luxembourg to Switzerland, Singapore, Denmark, Belgium and Bahrain.

The UHNW team of BIL will design the most appropriate solutions to your requests relating to:

- Planning and Structuring:
  - Cross-border solutions offered through multi-disciplinary experts.
- Investment Management and Wealth Preservation:
  - full scope of asset management solutions, through discretionary and advisory mandates, as well as direct access to our trading room.
- Additional Services
  - Comprehensive reporting.
  - Financing solutions for private real estate.
  - Yacht and aircraft related services.
  - Charities & philanthropy

### Banque Internationale à Luxembourg S.A.

69, route d'Esch  
L-2953 Luxembourg  
Phone: +352 4590 2112  
Fax: +352 4590 2187  
www.bil-privatebanking.com

#### Contact:

Mr. Benoît Renson  
benoit.renson@bil.com  
Mr. Guy Huss  
guy.huss@bil.com



## Yacht registration

### Commercial yachts and the choice of flag.

Regarding the choice of flag for your ship, it should be pointed out, that the **Luxembourg shipping register** allows explicitly the registration of “**Commercial Yachts**”. This form of registration provides you with all **advantages** of the **merchant navy**.

### Your personal shipping company

GES Maritime develops the particular, most suitable structure for the status of your yacht in close cooperation with you.

### Integration of your yacht as a business and property asset

The registration of your yacht in Luxembourg provides access to considerable asset support: tax credits, charging off your commercial yacht as investment good, unlimited balance carried forward in the case of business losses, tax exemption of capital gains, and all this under protection of the Double Taxation Treaty that Luxembourg has signed with most countries.

## Yacht management

### The operation of your yacht.

The **business management** includes, among other things, all **registrations, renewals** and similar procedures concerning the **registration and continued flagging** of your yacht.

The **management of your yacht** includes handling of all **monetary transactions** with suppliers, service companies and other vendors concerning **insurance, maintenance, fuel**, and much more.

As far as the crew is concerned, **GES Maritime** takes care of all book-keeping concerning **payments** and **administration** of the seaman's registration books.

Your consent provided, **experienced brokers** can arrange for **chartering** of your yacht during off-times to ensure **best utilized** capacity.

### GES Maritime S.A.

94, rue du Golf  
L-1638 Senningerberg  
Phone: +352 40 49 45 40  
Fax: +352 40 49 46  
info@gesmaritime.com  
www.gesmaritime.com

#### Contact:

Mr. Emile Simon



## INTRODUCTION

MANACO S.A., a company which was set up in 1982, today employs 40 persons, and offers to its clients a broad pallet of activities and services, in respect of tax consulting and domiciliation of Luxembourg law companies.

## FIELD OF ACTIVITY

- The preferential scope of MANACO S.A. are the small and medium size companies or industries, but it also supports large multinational groups, which are interested in a fiscal optimization on the international scene.
- With regard to the trust activity, MANACO S.A. offers domiciliation to companies ; presently it cares for the administration and the bookkeeping of more than 500 Luxembourg companies.

## RELATIONS

- MANACO S.A. has set up very strong relations with the local financial place, since more than 31 years. This permits it to maintain a preferential relationship with the main actors of its scope of activity, which includes major banks in the Grand Duchy of Luxembourg.
- It can also prevail itself of having an important network of foreign correspondents, with whom it successfully co-operates since its establishment.

## DIVERSIFICATION OF ACTIVITIES

- In the context of the diversification of its activities MANACO S.A. develops new achievements in matters of management, and within this range it can regard itself as a forerunner to its competitors.
- On the other hand, MANACO S.A. has recently decided to provide consolidated accounts. Indeed, nowadays, consolidated data is the preferential basis for estimating industrial and financial groups. It is indispensable for the financial services to be able to submit reliable consolidated data, in line with international standards.

### MANACO S.A.

17, rue Beaumont  
L-1219 Luxembourg  
Phone: +352 26 26 35 1  
Fax: +352 26 26 35 700  
info@manaco.lu

#### Contact:

Mr. Alexis De Bernardi  
alexis@manaco.lu



## Creative concepts - competent implementation

Menuiserie Kraemer has been a family owned and operated business since 1928, and has a long standing tradition of quality craftsmanship.

Its dynamic management style, teamwork, and constant innovation have made Menuiserie Kraemer one of Luxembourg's leading companies in its field.

A young and dynamic team is looking forward to realizing your own custom designed furnishings which are tailored to fit your individual needs.

## The Company is specialized in the following areas:

- Exclusive staircases in various material combinations
- Custom interior fitted furniture
- Custom designed furniture
- Custom kitchen furniture
- Doors and sliding doors
- Individually designed solutions
- Specialist woodworking tasks

### Menuiserie KRAEMER S.à r.l.

8, Fräschegaass  
L-9353 Bettendorf  
Phone: +352 80 92 18 1  
Fax: +352 80 85 49  
info@menuisieriekraemer.lu  
www.menuisieriekraemer.lu

#### Contact:

Mrs. Marie-Thérèse Kraemer  
Mr. Ferd Kraemer  
managing directors

## Pochon Lawyers & Associates



**Pochon Lawyers & Associates**, Avocats à la Cour, is a multidisciplinary and independent Luxembourg Law Firm active in Corporate Business Law, Intellectual Property Law, Labor and Employment Law, Business and Commercial Litigation.

Our understanding of our clients' business practices together with our know-how and practical skills enable PL&A to provide a full range of legal services to both national and international corporate clients and individuals.

One of our highest priorities is our confidential relationship with our clients as this helps us to maintain our clients' trust and confidence. Each relationship starts with a single point of contact allowing us to avoid confusion. A distinctive expert team is built around afterwards to find the best approach and optimal solutions to the situations that clients face nowadays.

## Practices

- Corporate
- Domiciliation & Administration of Companies
- Maritime Law : Luxembourg FLAG
- Commercial & Civil Litigation
- Family Law
- Labor Law
- Intellectual Property
- Real Estate & Construction

### PL&A S.à.r.l.

18, rue Robert Stümper  
L-2557 Luxembourg  
Phone: +352 26 44 59 1  
Fax: +352 26 44 07 99  
www.pla.lu

#### Contact:

Me Brigitte Louise Pochon  
Managing Partner  
brigitte.pochon@pla.lu