

# Marine

Mann Made Marine Limited, part of the Mann Made Group, is a dedicated, Isle of Man based Yacht Management Company, which provides a cost effective service to clients for all their yachting needs.

Mann Made Marine is all about customer service. Yacht owners and their advisors demand and deserve immediate attention by knowledgeable, experienced people who understand what it means to purchase, manage and enjoy a yacht.

Our philosophy is always to be professional, but approachable. We offer our clients a single point of contact with at least one person as a back-up and we always do what we can to achieve a client's objectives with a "can do" attitude.

We pride ourselves on the level of our technical knowledge, which is supported by excellent in-house advisors in tax, VAT and banking.

- **Yacht Registration**

providing  
a cost-  
effective  
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needs.

The choice of flag and the ownership structure is crucial to ensure trouble-free sailing. Consideration needs to be given as to how often, and for what purpose, the yacht will be used. We guide our clients through the process to select the most suitable flag state and location for the corporate structure, culminating in registration of the yacht at the most appropriate port.

- **Yacht Management and Administration of the Ownership Structure**

The use of an appropriate company or trust vehicle to achieve a low overall cost for owning a yacht is essential. Mann Made Marine can provide tax and corporate structuring, as well as company formation and management services in all the most commonly used jurisdictions of the world. We will open bank accounts for the company and arrange bank credit and debit card services for staff authorised to settle the day to day running expenses.

- **Book-keeping & Accounting**

We provide full book-keeping and accounting services. Mann Made's accounting team has over 40 years of collective experience in this area.

*"The team at Mann Made have always provided a truly professional service with regards to the yacht, corporate tax and other financial services and at a realistic price that has retained our loyalty. The staff are courteous, prompt to reply and display a wealth of knowledge in all areas that I have asked them to investigate. They are a pleasure to work with. I would not hesitate in recommending their services."*

Roy Deas, Captain of Jazz of Monaco

- **Crew Benefit Packages**

Crew benefits are central to crew morale, performance and cohesion. Mann Made Marine, using its regulated associates, can organise both individual and group financial packages offering flexibility and a personal service. For EU nationals, a bespoke tax and social security structure can be arranged.

- **Crew Payroll**

Our joint venture, Cornerstone Crew Management Company, is a specialist crew management and employment Company with the knowledge and experience required for the safe employment of crew. The liability to social insurance and tax has become a significant issue within EU waters. When paying salaries Cornerstone seeks to minimise these for both the yacht owner and the crew.

- **Crew placement**

In cases where a vessel requires professional crew, Mann Made Marine Limited and its team can provide a wide range of qualified crew for its specific needs.

- **Insurance**

Using our top yacht insurance brokers, we can guarantee competitive insurance premiums for both hull and crew medical insurance. Hazardous sport, piracy and kidnapping insurance is included as standard where appropriate.

Our friendly team will assist you with any queries from small to complex.

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- **VAT Management and VAT Compliance**

Mann Made Marine Limited can individually tailor structures for each client that will minimise the effect of VAT and in some cases allow for VAT incurred on running and maintenance of a vessel to be fully recovered. A well-conceived and implemented structure will avoid any difficulties when evidence of the yacht's tax status is required.

- **VAT Leasing Services**
- **Project Management –  
New Constructions and Vessel Refits**

Our network of technical advisers and project managers is comprised mostly of ex-captains or engineers with extensive experience of new builds. We can make the necessary introductions or act as an intermediary, giving clients a "one stop shop" service. Advice can be given on all aspects of the new construction process, including selecting the most suitable yacht and matching this to a viable and stable shipyard with the ability to deliver.

- **Brokerage Services**

Whether it is for the sale of an existing vessel or for the purchase of a dream boat, your dedicated contact at Mann Made Marine, through associates in Fort Lauderdale and South of France, can help sell or source your yacht and, if required, arrange finance for your new purchase.

