

2019

# AUSTRALIAN SUPERYACHT, MARINE EXPORT & COMMERCIAL MARINE INDUSTRY

CONFERENCE



## ASMEX 2019 CONFERENCE PROGRAM DRIVING INNOVATION AND SUSTAINABILITY

MONDAY MAY 20, 2019 – CONFERENCE DAY 1 12:00 – 17:45  
MacArthur's Ballroom, InterContinental Sanctuary Cove Resort

Time	Topic	Speaker
12:00	Registration, Tea & Coffee	Coffee Cart sponsored by <b>Maxwell Marine</b>
	Networking Lunch	Lunch sponsored by <b>Wärtsilä</b>
13:00	Seated	
13:15 - 13:20	Welcome	<b>Barry Jenkins</b> , Chair, <b>Superyacht Australia</b>
13:20 – 13:25	Introduction and Housekeeping	<b>Martin Redmayne</b> , Chairman & Editor-in-Chief <b>The Superyacht Group</b>
13:25 – 13:35	Official Welcome to ASMEX 2019	<b>Richard Chapman</b> President <b>AIMEX</b> <b>Barry Jenkins</b> Chair <b>Superyacht Australia</b> <b>Jeremy Spear</b> Chair <b>ACMG</b>
13:35 – 13:50	Official Opening of ASMEX 2019	<b>Michael Healy</b> MP for Cairns <b>Queensland</b> <b>Government Superyacht Strategy Champion</b>
13:50 – 14:10	The state of the superyacht market globally and domestically	<b>Martin Redmayne</b> Chairman & Editor-in-Chief <b>The Superyacht Group</b> <b>David Good</b> CEO <b>AIMEX</b>
14:10 – 14:40	Taking stock of the Great Barrier Reef	<b>Andrew Ridley</b> CEO <b>Citizens of the Great Barrier Reef</b>
14:40 – 15:30	<b>Tasmania regional focus:</b> real world challenges and innovative solutions for regional boat builders and shipyards  <b>Marine WA:</b> an overview of WA	<b>Roger Janes</b> Sales and Marketing Manager <b>Richardson Devine Marine Constructions</b> <b>Robert Miley</b> Chair <b>Tasmania Maritime Network</b> <b>Jeremy Spear</b> , Chair <b>ACMG</b> , <b>Spear Green Design</b> <b>Chris Blackwell</b> Sales & Marketing Manager <b>Echo Yachts</b>
15:30 – 16:00	Afternoon Tea Break	Sponsored by <b>Marine WA</b>

**16:00 - 16:45** **Growth drivers in the Australian refit and repair market:** expansion in capacity and service range in Australian shipyards.

**Brenton Fischer** Director, **Sydney City Marine**  
**Steve Fisher** Director of International Business, **Rivergate Marina & Shipyard**  
**Trenton Gay** CEO **Gold Coast City Marina & Shipyard**  
**Justin Parer** Managing Director, **BSE Maritime Solutions**  
**Mark Phelps** International Business Manager **The Yard Brisbane**

**16:45 – 17:30** **New perspectives on Asia:** A strategic review of progress in Asia from a sales, cruising, chartering and infrastructure perspective

**Carmen Lau-Stratton**, Managing Director & Board Member, **Camper and Nicholsons** Asia  
**Peter Mahony**, General Manager **Benetti** Asia  
**Andy Shorten**, Managing Director, **The Lighthouse Consultancy** Indonesia  
**Zara Tremlett**, Writer & Researcher, SE Asian and Australasia  
**Superyacht Services Guide**

**17:30 – 17:45** **Conference Day 1 Wrap Up**

**Martin Redmayne** Chairman & Editor-in-Chief **The Superyacht Group**

**17:45** **Conference Day 1 Concludes**

**18:00** **Sydney City Marine Welcome Drinks, MacArthur's Patio** Proudly sponsored by **Sydney City Marine**

**TUESDAY MAY 21, 2019 – CONFERENCE DAY 2 - 07:45 – 15:30**

Time	Topic	Speaker
07:45 - 08:50	Registration, Tea & Coffee	Coffee Cart sponsored by <b>Maxwell Marine</b>
08:50 – 09:00	<b>Welcome &amp; Housekeeping</b>	<b>Martin Redmayne</b> Chairman & Editor-in-Chief <b>The Superyacht Group</b>
09:00 – 09:30	<b>America's Cup:</b> With the 36 <sup>th</sup> America's Cup being held in Auckland in early in 2021, how are plans and preparations progressing for the influx of teams, visitors and visiting vessels ?	<b>Aaron Young</b> Vice Commodore <b>Royal New Zealand Yacht Squadron</b> Chair <b>2021 &amp; AC36</b>
09:30 – 10:00	<b>The Rugby World Cup and the Tokyo Summer Olympics:</b> what's happening in Japan ?	<b>Nigel Beatty</b> Director <b>The Someya Group</b>

10:00 – 10:30	<b>New perspectives on the Pacific:</b> A different view of the Pacific and what impact it could have on the Southern Hemisphere	<b>Nigel Beatty</b> Director <b>The Someya Group</b> <b>Craig Norris</b> CEO <b>Victoria International Marina</b>
10:30 – 11:00	<b>Morning Tea Break</b>	Sponsored by <b>Superyacht Sydney</b> (NSW Superyacht Industry Association)
11:00 – 11:45	<b>Superyacht Australia Panel:</b> planning for the impact of three international events – what does Australia need to do and how can it capitalise on these opportunities ?	<b>Chris Blackwell</b> Chair <b>Marine WA</b> <b>Cameron Bray</b> Chair, <b>Superyachts Queensland</b> <b>Joanne Drake</b> Manager <b>Superyacht Group Great Barrier Reef</b> <b>Barry Jenkins</b> Chair, <b>Superyacht Australia</b> <b>Peter Redford</b> Chair, <b>Superyacht Sydney</b>
11:45 – 12:30	<b>Innovation and project development:</b> The big yacht market	<b>Philipp von Arnim</b> Head of <b>Business Development</b> <b>Lürssen</b> <b>Gillian Carter</b> Director <b>Pacific Marine Design</b> <b>Sam Sorgiovanni</b> Yacht Designer <b>Sorgiovanni Designs</b>
12:30 – 13:30	<b>Networking Lunch</b>	Sponsored by <b>Awlgrip and International Yacht Paint</b>
13:30 – 14:15	<b>The innovation and journey of the build of White Rabbit</b>	<b>Mark Stothard</b> Director <b>Echo Yachts</b>
14:15 – 14:45	<b>The importance of innovation in the marine industry</b>	<b>Kiran Haslam</b> Marketing Director <b>Princess Yachts</b>
14:45 – 15:00	<b>Conference Day 2 Wrap-Up</b>	<b>Martin Redmayne</b> Chairman & Editor-in-Chief <b>The Superyacht Group</b>
15:00 – 15:30	<b>Afternoon Tea Break</b>	Sponsored by <b>ACMG</b>

## ASMEX 2019 - BREAK OUT SESSIONS

15:30 – 17:30 Break Out Sessions (upstairs)

Superyacht Sessions: Romney Rooms  
Export & Commercial Sessions: Merino Rooms

Time

Topic

Speaker

15:30 – 17:30 SUPERYACHT BREAK OUT SESSIONS

ROMNEY ROOMS  
Sponsored by TAFE Queensland

15:30 – 16:00

**Negotiating with government successfully:** Brisbane City Reach moorings temp solution and long term potential

**Steve Fisher** Director of International Business  
**Rivergate Marina & Shipyard**

16:00 – 17:00

**Crew training and recruitment: maintaining Australia's competitive advantage**

**Adam Chanter** Senior Project Manager, Domestic Business, **TAFE Queensland** Gold Coast  
**Jade Fitzpatrick** Founder, **Coastal Yachting Recruitment**  
**Donna Murray** Global Recruitment Manager, **Hill Robinson**  
**Joy Weston** Owner & Operator **Crew Pacific**

17:00 – 17:30

The Great Southern Route

**Hillary Buckman** Managing Director  
**Ocean Media**

15:30 – 17:30 EXPORT & COMMERCIAL BREAKOUT SESSIONS

MERINO ROOMS  
Combined Export & Commercial

15:30 – 16:00

**Environmental protection driving innovation – a regulator's perspective**

**Brad Groves** Global Manager Standards  
**Australian Maritime Safety Authority**

16:00 – 16:10

RAI / METSTRAD

Video Presentation

16:10– 16:30

**Firewater Sea Pump:** commercial applications and achieving export growth into Feadship

**Paul Jindra** Director **JEC Marine**

16:30 – 17:00

Trade finance and foreign exchange

**Jared Moriarty** Foreign Currency, International Rate Management & Trade Finance **BOQ Business**  
**Spencer J Wilcox** Head of Client Acquisition, Financial Markets & Trade Finance **BOQ Business**

17:00 – 17:30

Innovation through design and whole-of-life cycle management

**Tommy Ericson** Director **AusShips Group**