

Changing world of (U)HNWIs & taxation in the yachting industry

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What are we seeing in the Private Client industry?

A - Changing attitudes to taxation & (U)HNWIs

International transparency agenda

- Disclosure – FATCA, CRS, AML, EU MDR
- Registers – trusts, company owners, property owners
- Information sharing – between global tax authorities

Focus on tax planning and asset structuring

- Paradise and Panama Papers
- EU focus on tax schemes and State Aid
- Ownership substance and focus on off shore centres

B - Changing values & priorities of (U)HNWIs

Sustainability and social responsibility

- Focus on family governance
- Family fiscal and tax strategies
- Voice of the Next Gen
- Attitudes to paying tax
- Reputation management
- Legacy and focus on social contribution
- Changing attitudes to luxury assets



What does this mean for taxation in the nautical tourism sector?

C - Focus on global and EU taxation

(1) What are the tax authorities doing?

- Reduction in jurisdiction specific tax arrangements
- Attention to detail for statutory reliefs
- Holistic consideration of (U)HNWI's tax affairs

(2) What are the clients doing?

- Increased due diligence and focus on reducing tax risks
- Asking more questions and demanding better answers

C - Focus on global and EU taxation (cont.)

(3) What does the yacht industry and yachting jurisdictions need to do?

- Support good fiscal governance throughout the industry
- Look across jurisdictional lines to ensure solutions are robust for moving assets (and owners)
- Focus on payment of the right tax, in the right place, at the right time.
- Don't let the 'tax tail wag the dog'
- Look beyond VAT.

Thank you

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