

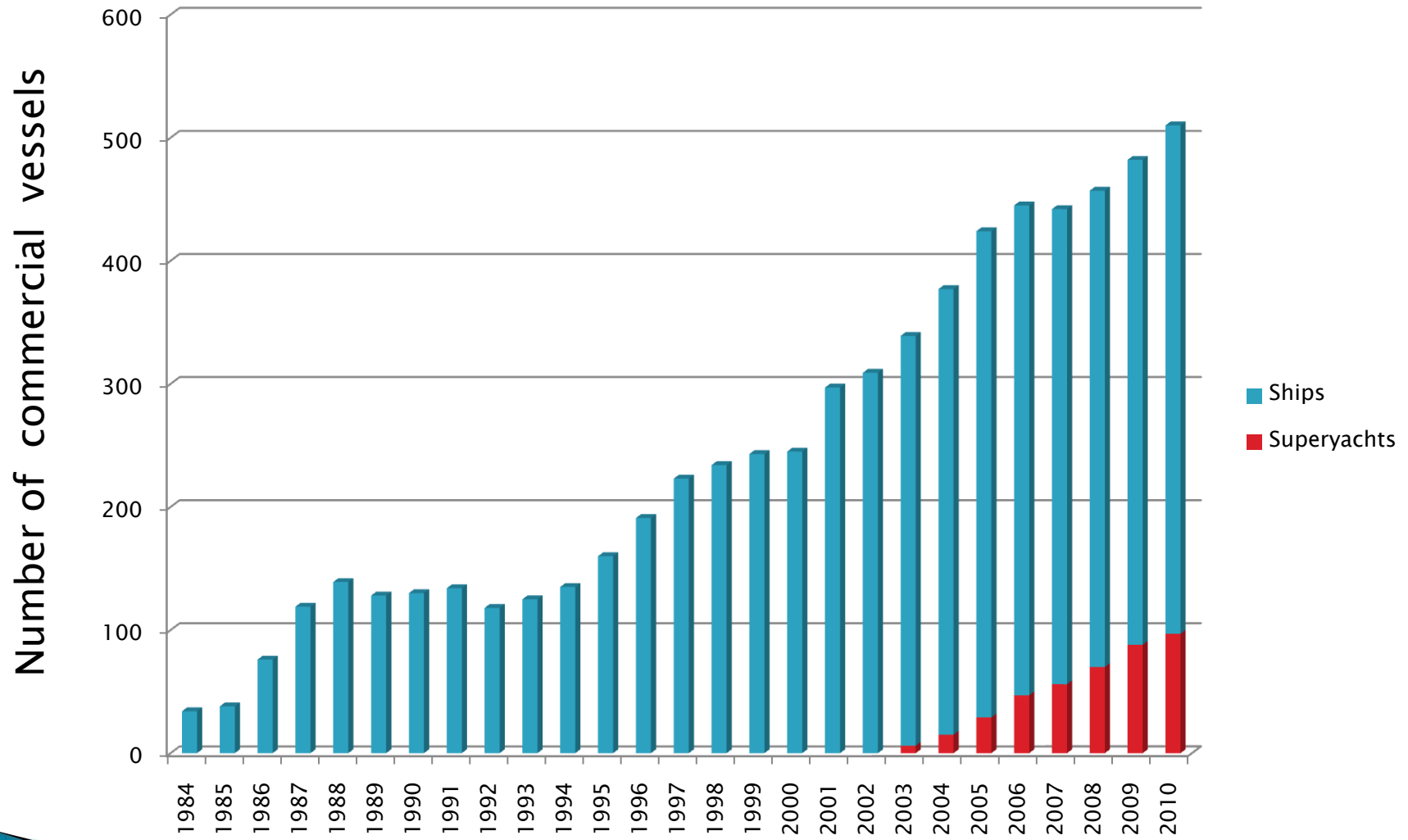


# Isle of Man Ship Registry

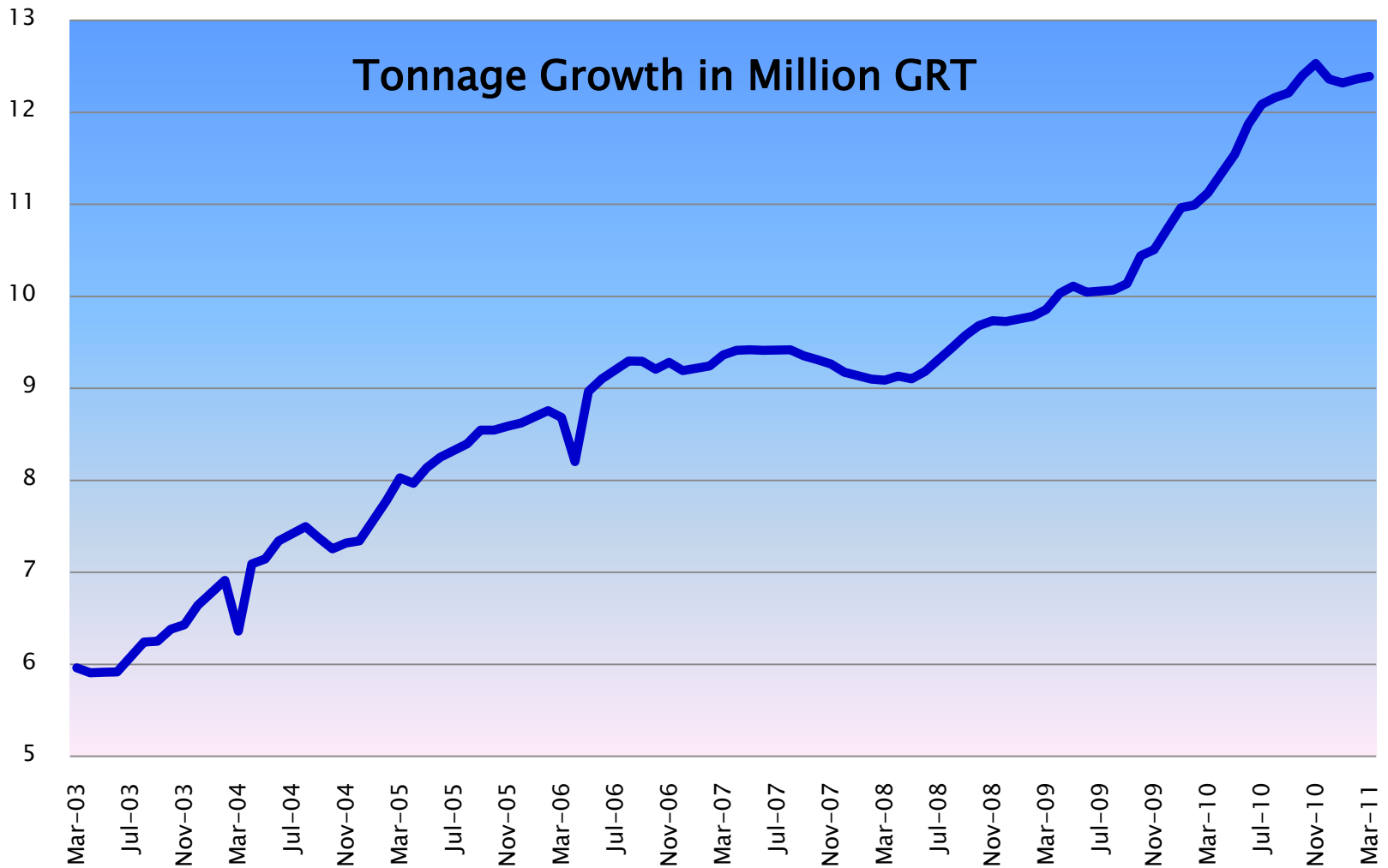
Registry update  
May 2011

[www.iomshipregistry.com](http://www.iomshipregistry.com)

# Growth of Register



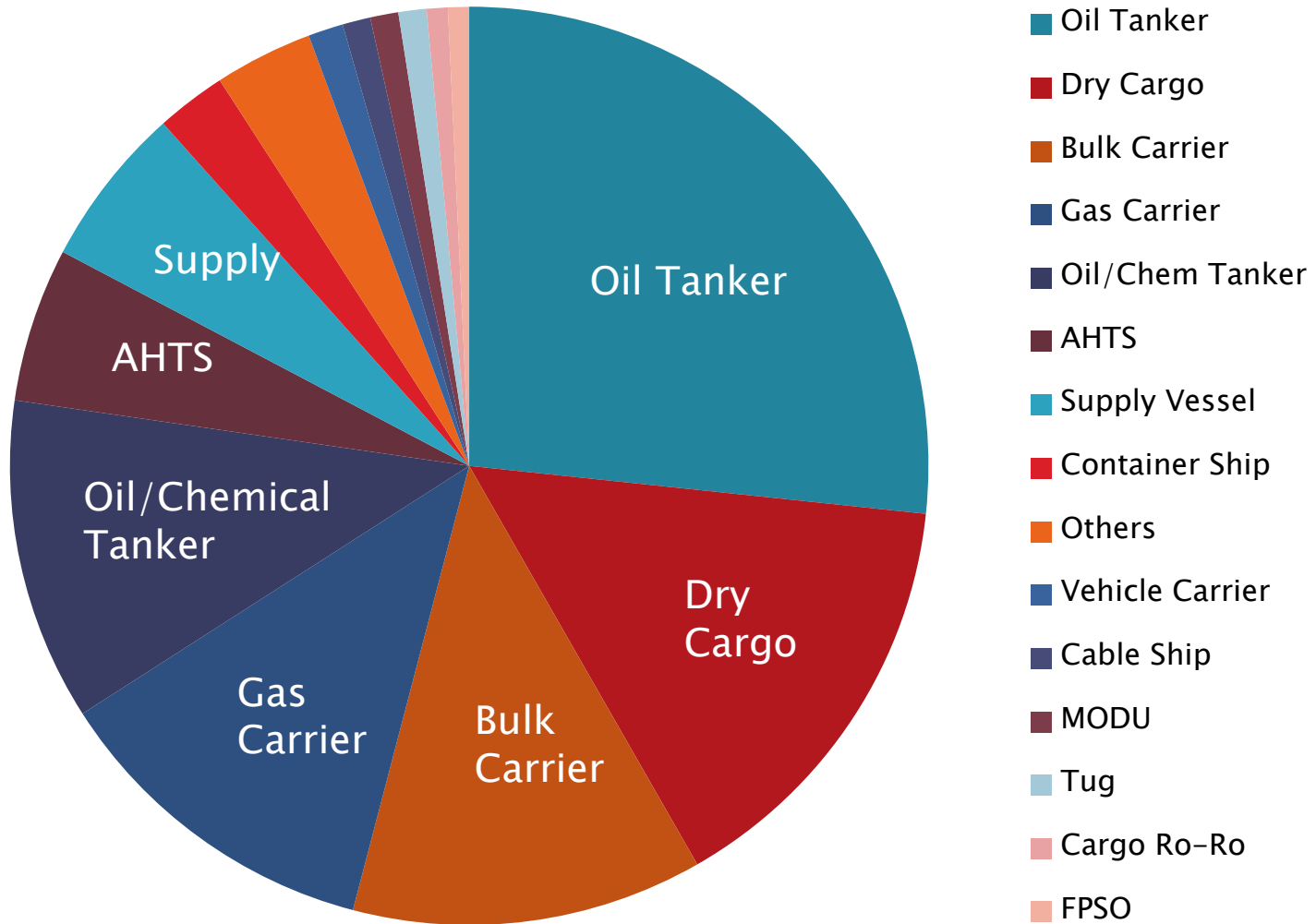
# Tonnage Growth



# Fleet as at 30 April 2011

▶ Merchant Ships >500GRT	352	} 518
▶ Merchant Ships >500GRT (Demise-in)	69	
▶ Commercial Yacht >24m	97	
▶ Pleasure Yacht	340	
▶ Small Ships (local vessels <24m)	130	
▶ Fishing Vessels	69	
	<u>Total</u>	<u>1057</u>
▶ Total Gross Registered Tonnage	12.39 million	
▶ Average Age	11.86 years	

# Fleet by vessel type



# Quality performance

- ▶ Paris MOU – Whitelist (detention ratio: 1.23%)
- ▶ Paris MOU – ‘low risk’ ship status 1 Jan 2011
- ▶ Tokyo MOU – Whitelist (detention ratio: 3.65%)
- ▶ USCG Qualship 21 award (detention ratio: 0.29%)
- ▶ Overall worldwide detention ratio: 0.8 %
- ▶ ISO 9001:2009 accredited



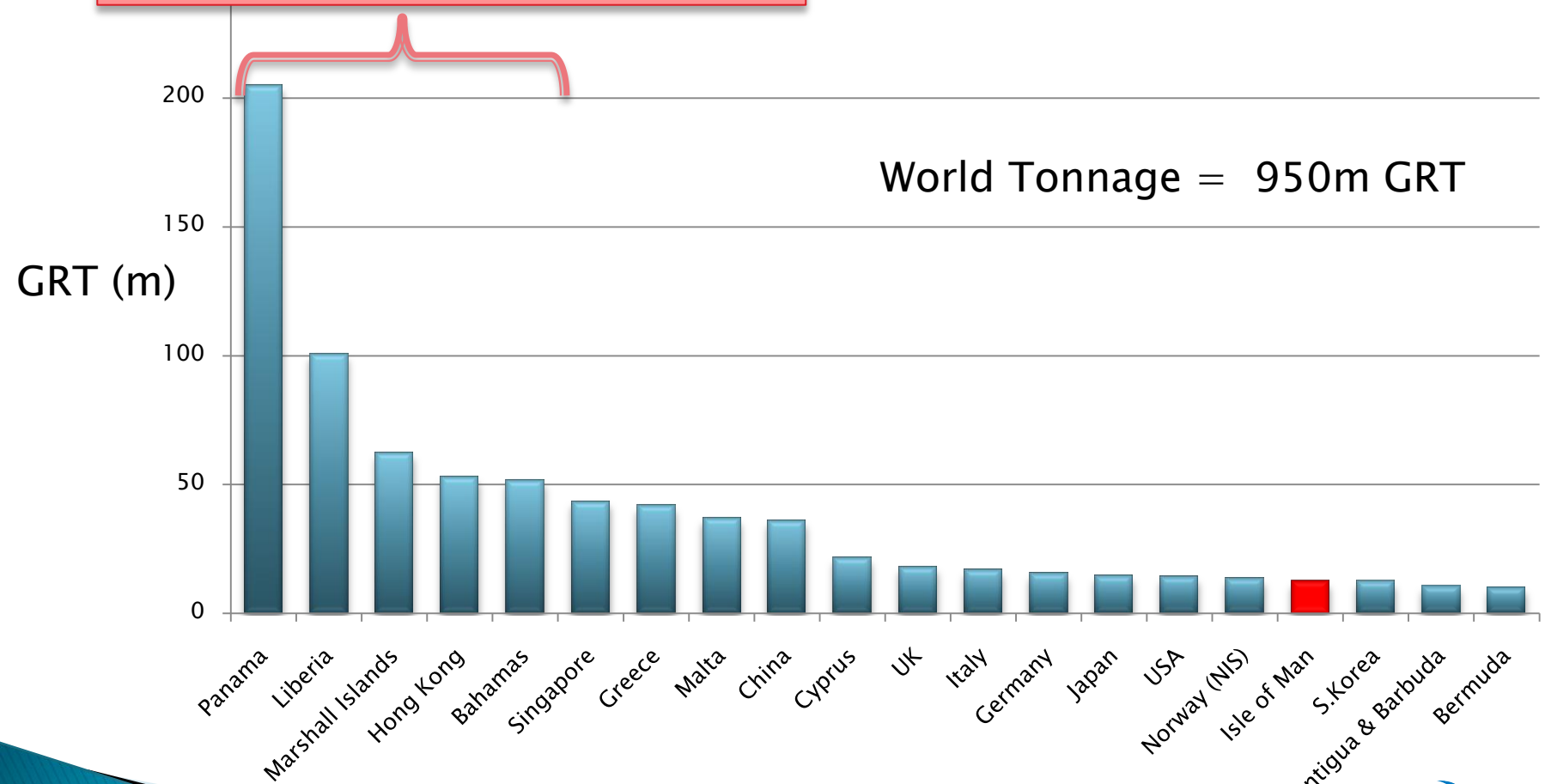
- ▶ Investors in People



# Competition – Top 20 flags by GRT

The top 5 registries together account for 50% of World's GRT

World Tonnage = 950m GRT



# Fees

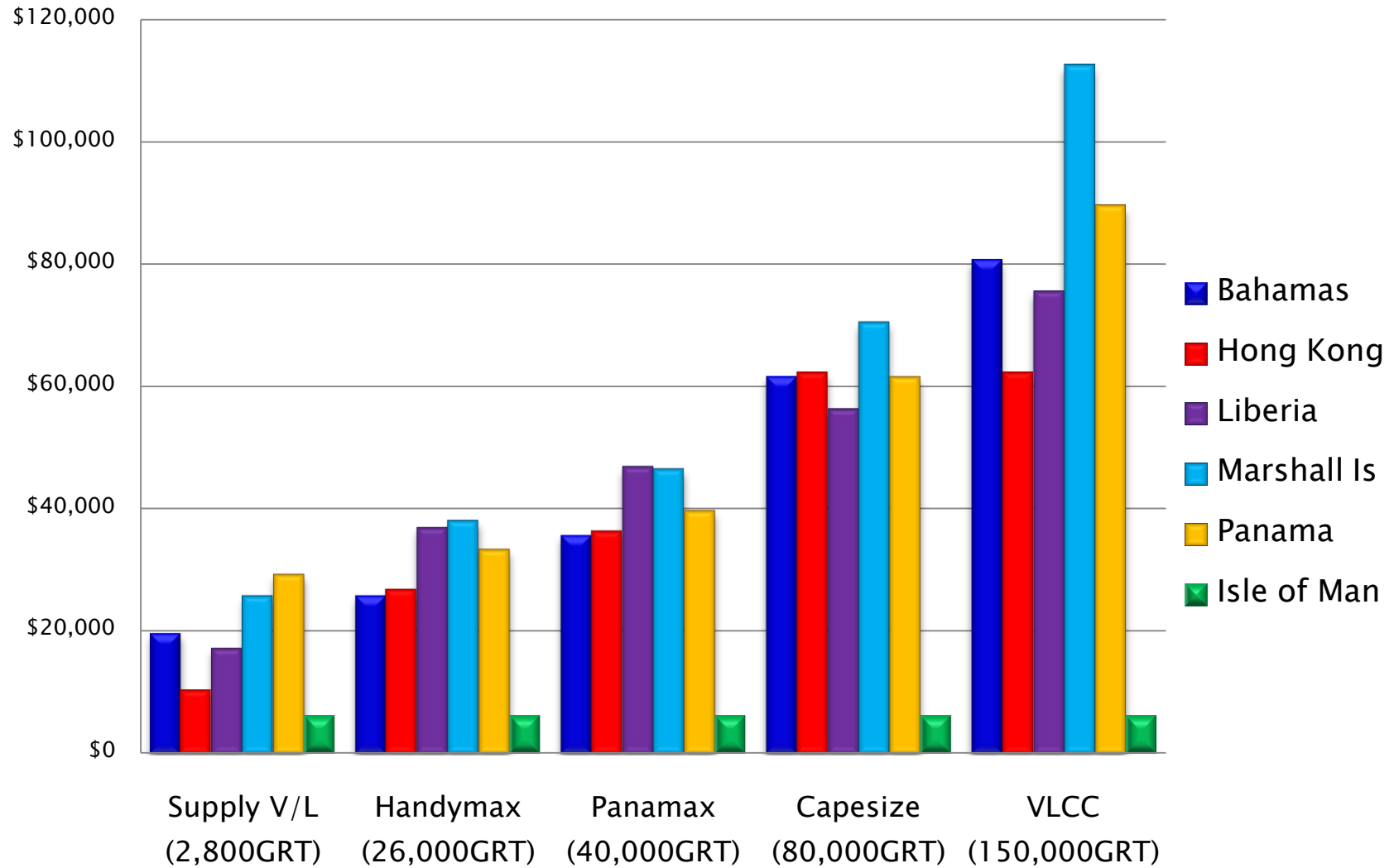
## ▶ Unique Registry Fee Scheme:

- An annual registry fee which is not tonnage-based, nor dependent upon ship size or type.
- Set at £730 (approx \$1,100) it is very low in comparison to the larger 'open registers'.
- No annual inspection fees.
- No casualty investigation fees.
- No Consular fees.
- A sliding scale of multi-fleet discounts:

No. of Ships	Discount
0 - 9	0 %
10-14	5 %
15-24	10 %
25-24	15 %
35-49	20%
50 and above	25 %

# Registry – 5 year cost comparison

Typical Registry Fees over first 5 years



# Clients include:



RIGEL



Peter Döhle  
*Schiffahrts-KG*



Isle of Man  
Ship Registry

# Class Societies:

**ClassNK**



**ABS**



*REGISTRO ITALIANO NAVALE*

**Lloyd's Register**

# Recent Developments

- ▶ Agent in Tokyo –
  - Toko Maruraku Transportation Co. Ltd.
- ▶ Contract Surveyors – Singapore & Manila
  - Idwal Marine Services

# The Isle of Man

- Stable and Supportive Government
- AAA-rated jurisdiction
- Preferred flag by banks and insurers
- Located in Europe but not EU member state
- Tax cooperative – OECD white listed
- International business centre
- British Isles but NOT part of UK
- Independent of UK for Tax matters
- VAT linked with UK
- Shipping centre with maritime tradition for merchant ships and superyachts
- Pragmatic, helpful and approachable regulators



# Isle of Man as a maritime centre

## ▶ Centre of excellence providing:

- Ship Management
- Crew Management
- Yacht Management
- Private Client Services
- Insurance
- Fiduciary & Corporate Services
- Legal Services
- Chartering
- Representative Services for Manx registered ships

## ▶ Local maritime sector:

- 580+ Employees
- Average Salary > £35K
- Local spend (excl. Salaries) > £20m



# Location – Isle of Man

An Island of 227 square miles (572 sq km)  
with a population of 80,000 people.



At the centre of the British Isles, on Europe's doorstep



**Dick Welsh**  
**Director**

  
**Isle of Man**  
**Ship Registry**

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