

# HYPO BULGARIA BOAT SHOW 2009

## Financing the Yacht Business Conference

22 May 2009,  
Aqua hotel, Varna



Organizers:  
DNEVNIK and EXPO TEAM

## PROGRAMME

### 10:00 – 10:15 OPENING

**Moderator: Velislava Popova**, Editor-in-Chief, Dnevnik daily

Ministry of Transport

**Borislav Goutsanov**, Chairman of Varna Municipal Council

**Bernd Achatz**, CEO, Hypo Alpe-Adria-Leasing

### 10:15 – 11:15 STATE POLICY TO SUPPORT THE YACHT BUSINESS

**Moderator: Stanislav Kassarov**, President, International 470 Class Association

- Legislative and Normative Problems
- Sailing of Bulgarian and Foreign Yachts in the Internal Seawaters and Territorial Sea
- Building Yacht Marinas
- Building Fishing Ports

**Lachezar Bratov**, President, Bulgarian Yacht Ports Association

**Georgi Martinov**, Member, Bulgarian Yacht Ports Association

**Mitko Vasilev**, Head of Border Police Department - Varna, National Service Border Police

**Veselin Markov**, Head of Small Vessel Unit, Maritime Administration - Varna

### 11:15 – 11:30 Discussion

### 11:30 – 11:50 Coffee Break

### 11:50 – 12:50 NEW CONDITIONS FOR YACHT BUSINESS FINANCING AND INSURANCE

**Moderator: Yovo Nikolov**, Managing Editor, Capital weekly

- Financing Projects for Yacht Marinas
- Yachts Insurance
- Yacht Market and Conditions for Financing

**Bernd Achatz**, CEO, Hypo Alpe-Adria-Leasing

**Tsveti Rusinov**, Architect of yacht marina, Ahtopol

**Doncho Donchev**, Eastern Europe Clients Relations Director, Pantaenius, Austria

**Nikola Kostov**, Executive Director, LZ Yachting

### 12:50 - 13:00 DISCUSSION AND CONFERENCE CLOSING

### 13:00 ESTABLISHING ASSOCIATION OF THE YACHT IMPORTERS

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