



**The Collins Stewart London Boat Show 2007**  
**Opening Reception**  
**Speech by Joel Plasco**  
**Chief Executive Collins Stewart plc**  
**5 January 2007**

Chairman, ladies and gentlemen.

Alan, many thanks for your very warm welcome to this 2007 Collins Stewart London Boat Show In association with the Daily Mail. Personally I am absolutely delighted to be here. Collins Stewart too is equally proud to be the title sponsor for this great event.

I am very much looking forward to going round some of the stands to see the latest that this dynamic sector has to offer.

But first I must congratulate you all, and especially The British Marine Federation and National Boat Shows Ltd, on the new layout and the new feel to the whole place.

May I also applaud the exhibitors and their staff who man the stands for their work in preparing the whole arena. I wish them every success over the next week or so.

You have here the largest and the most varied collection of boats and boating equipment in the country. I hope that their presence and the ambiance they create will enable the industry to sell even more of its products, particularly to overseas buyers.

However, I know that this show is not just about elite boats and elite owners. It is also about people who just like to mess about in boats or send their children on adventure holidays.

It is also about people who like to window shop to see the latest innovations and products, and just have a good time. You have certainly got a great variety of things to do ranging from “how to cook at sea”, through sailing schools and seamanship to marine finance. Regardless of their interests what is certain is that everyone visiting here is going to have a great day out.

The UK leisure marine industry is thriving and creating significant employment and wealth for the country, last year generating a total turnover of some £2.8 billion. More importantly the success of this sector is evidence of the health of the UK economy. Collins Stewart has been associated with wealth creation and wealth management since we were founded in 1991.

Collins Stewart is the UK’s leading independent stockbroking, corporate advisory and wealth management business. We have offices in the City of London, in New York, Jersey, Guernsey, the Isle of Man, Dublin, Paris, Geneva, Milan and Mumbai.

Last year we were the number one raiser of finance for companies on the London Stock Exchange’s Alternative Investment Market, which caters specifically for new and fast growing companies.

We also have a significant wealth management business and are the largest stockbroker in the Channel Islands.

And, recently we acquired Hawkpoint Partners, the leading independent corporate advisory House in the UK, who are active in the marine sector.

We are here because water sports, boats and marine equipment are attracting increasing interest from both a business and a participation sense. We at Collins Stewart are already active in this sector.

We provide access to capital – both public and private. Last year we raised £1.8 billion in 50 fundraisings, 26 of which were IPO's with an average equity raised on each IPO of £56 million.

And not only do we help to create wealth, our activities over the last 12 months alone creating dozens of new millionaires, we help to manage it too.

So in many respects we share a common client base, and we hope that many of you might become our clients in the future.

Thank you very much, Chairman, for giving me the opportunity to say a few words today. I hope you all have a most successful and pleasant show.

Let me now conclude by introducing Guy Zitter, the Managing Director of The Daily Mail. The Daily Mail is the Show's media partner and has long been a supporter of the event.