COVID PANDEMIC & SUPERYACHTS WHAT'S HAPPENED?

Marine Money Superyacht Finance Forum 2021

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VesselsValue

PRESENTATION OVERVIEW

What has happened – quantitative view on the sector

- **Liquidity**
- **Supply**
- **Demand**
- **Price Level**

Other metrics

- **Cruise ships**
- **Stock markets**

Factors Affecting the Future / Predictions

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WHO WE WORK WITH

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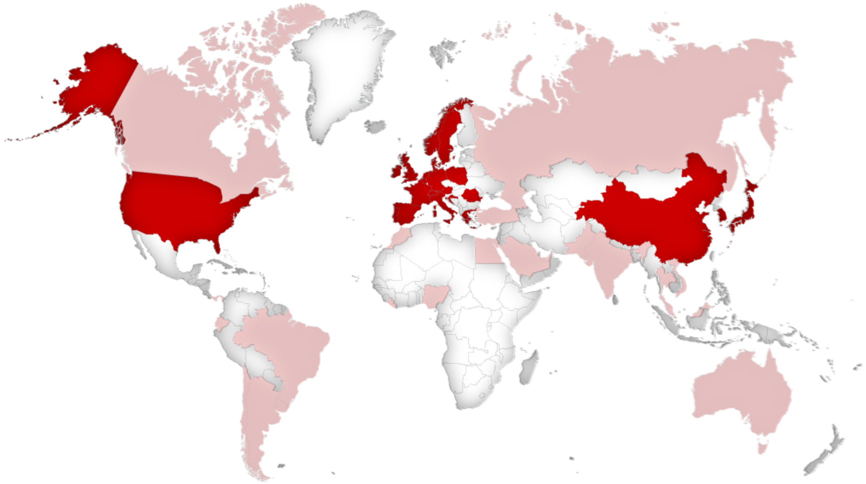
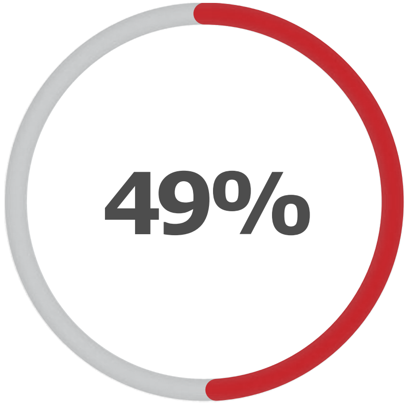


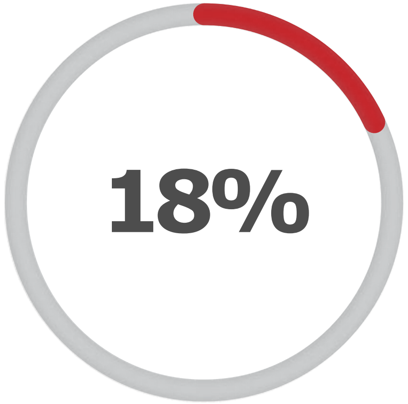
SUBSCRIBERS
500+ companies

USERS
2,500+



Banks, Funds
& Leasing Cos

Shipowners
& Operators



Governments
& Professional
Services

WHERE WE ARE

VesselsValue

LAUNCHED
2011

8 OFFICES
Worldwide

PEOPLE
180+

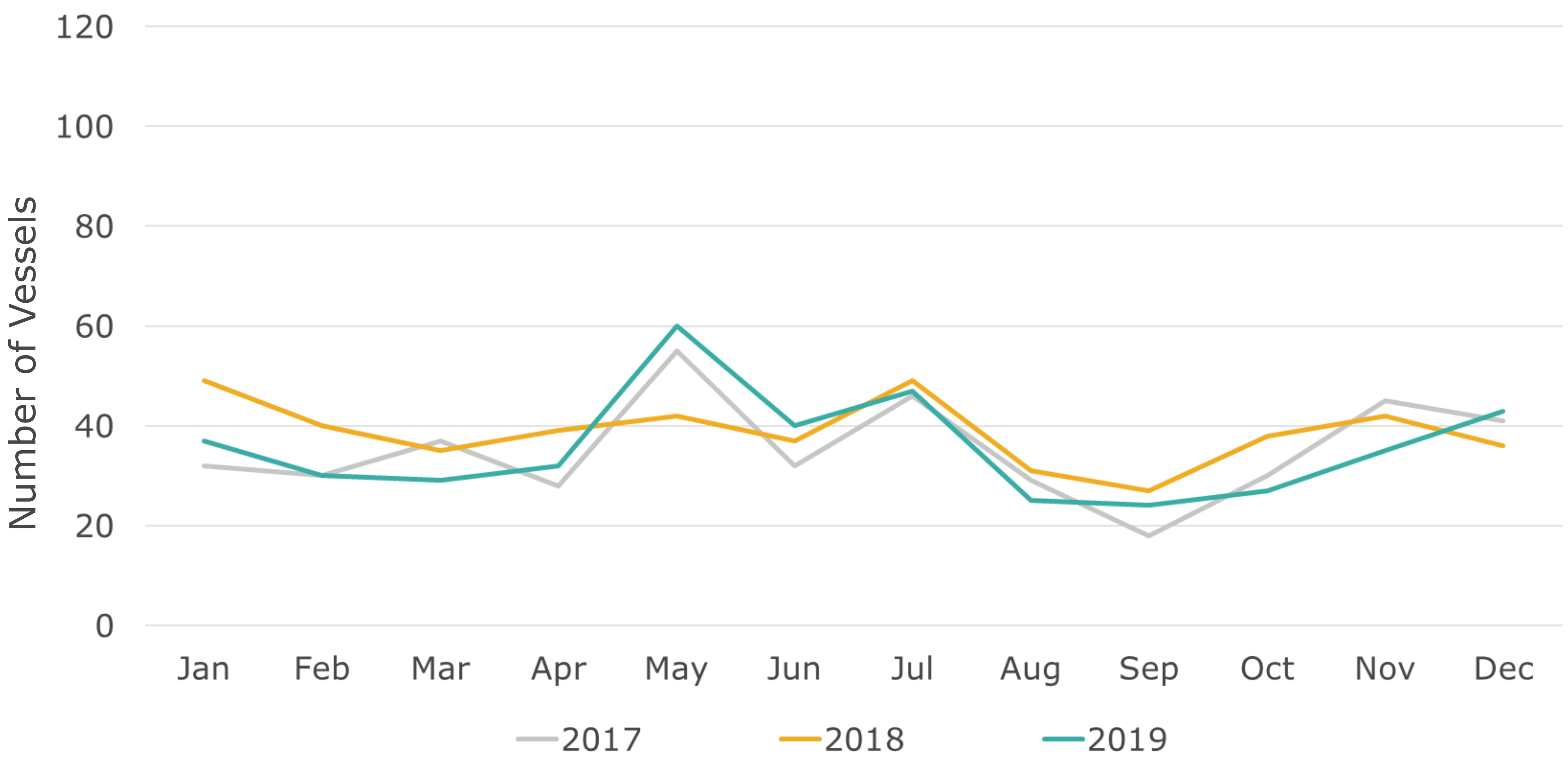
LIQUIDITY

SUPPLY

DEMAND

PRICE LEVEL

MONTHLY SUPERYACHT SALES



MONTHLY SUPERYACHT SALES

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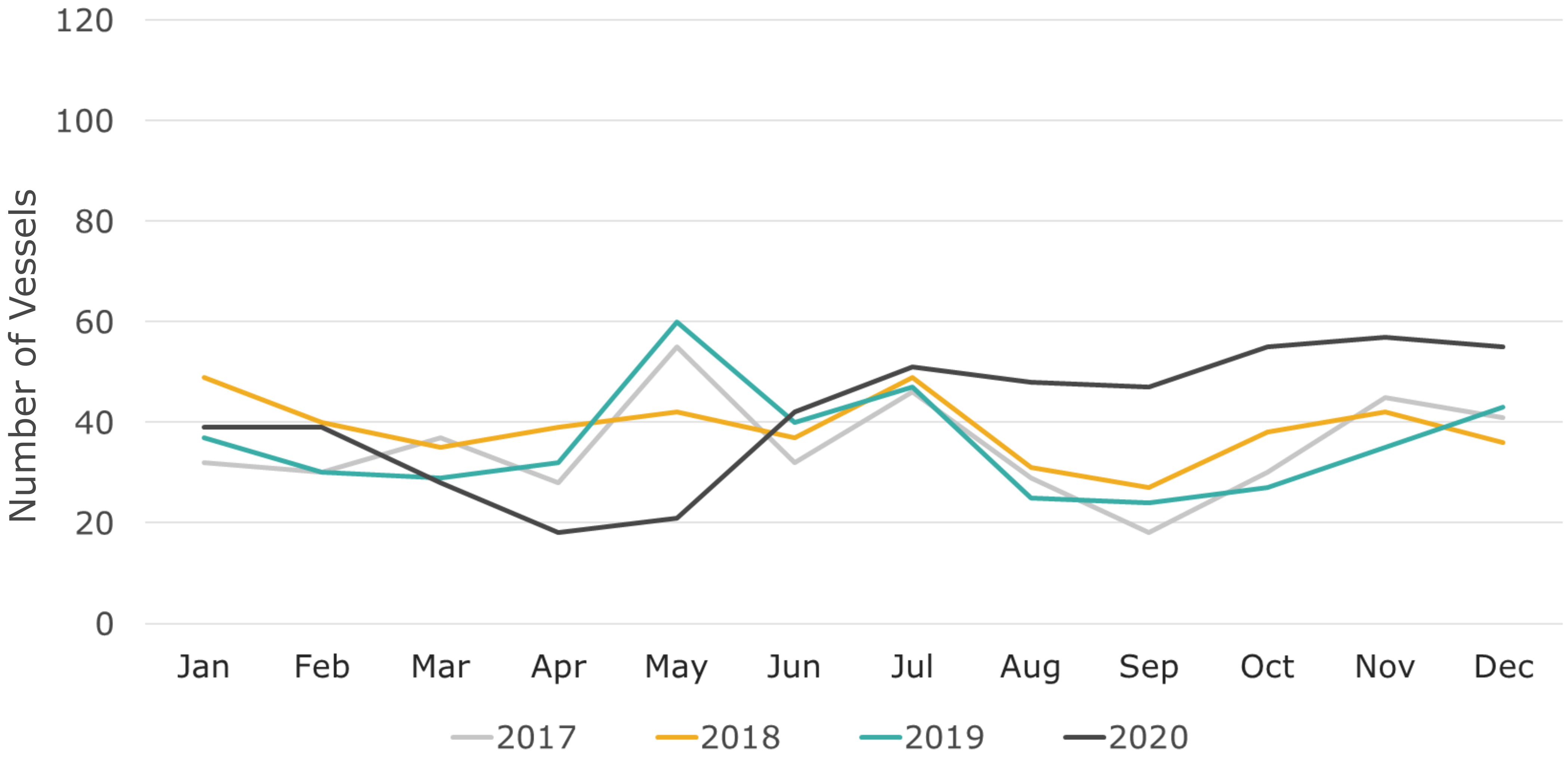

MONTHLY SUPERYACHT SALES

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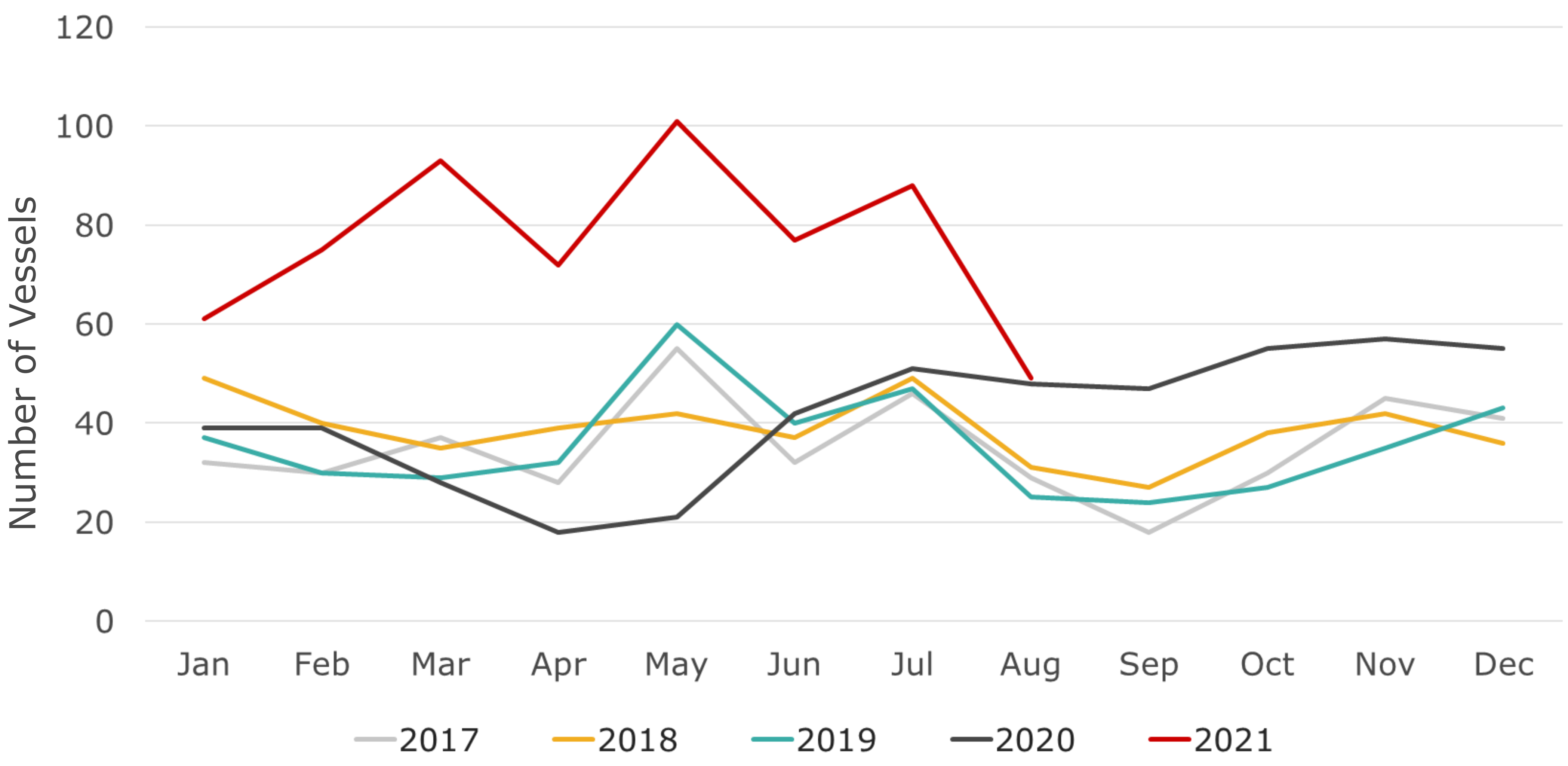

YEARLY SUPERYACHT SALES

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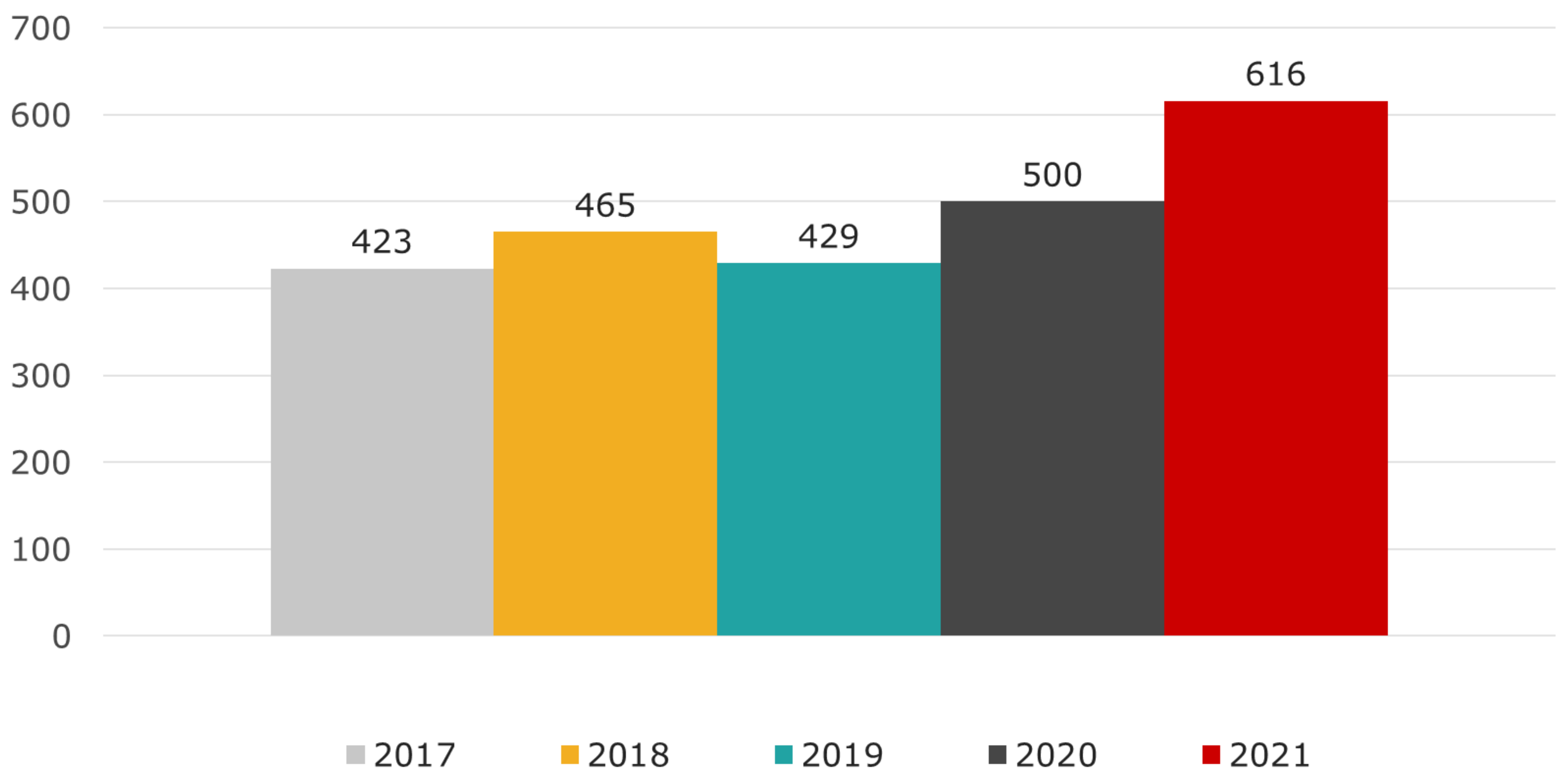

Note: 2021 sales to end August only

LIQUIDITY

SUPPLY

DEMAND

PRICE LEVEL

DELIVERIES OVER TIME – SUPPLY OF NEW YACHTS

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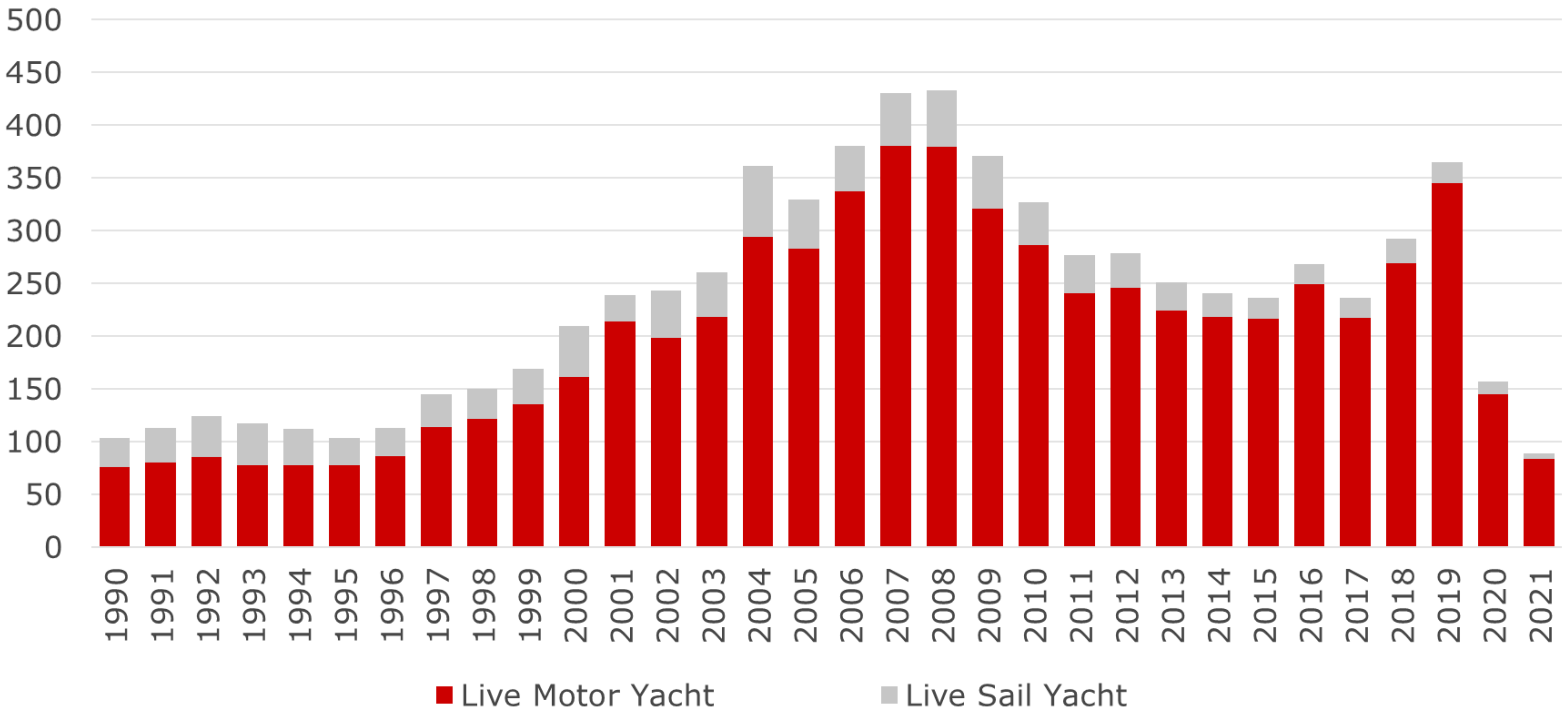
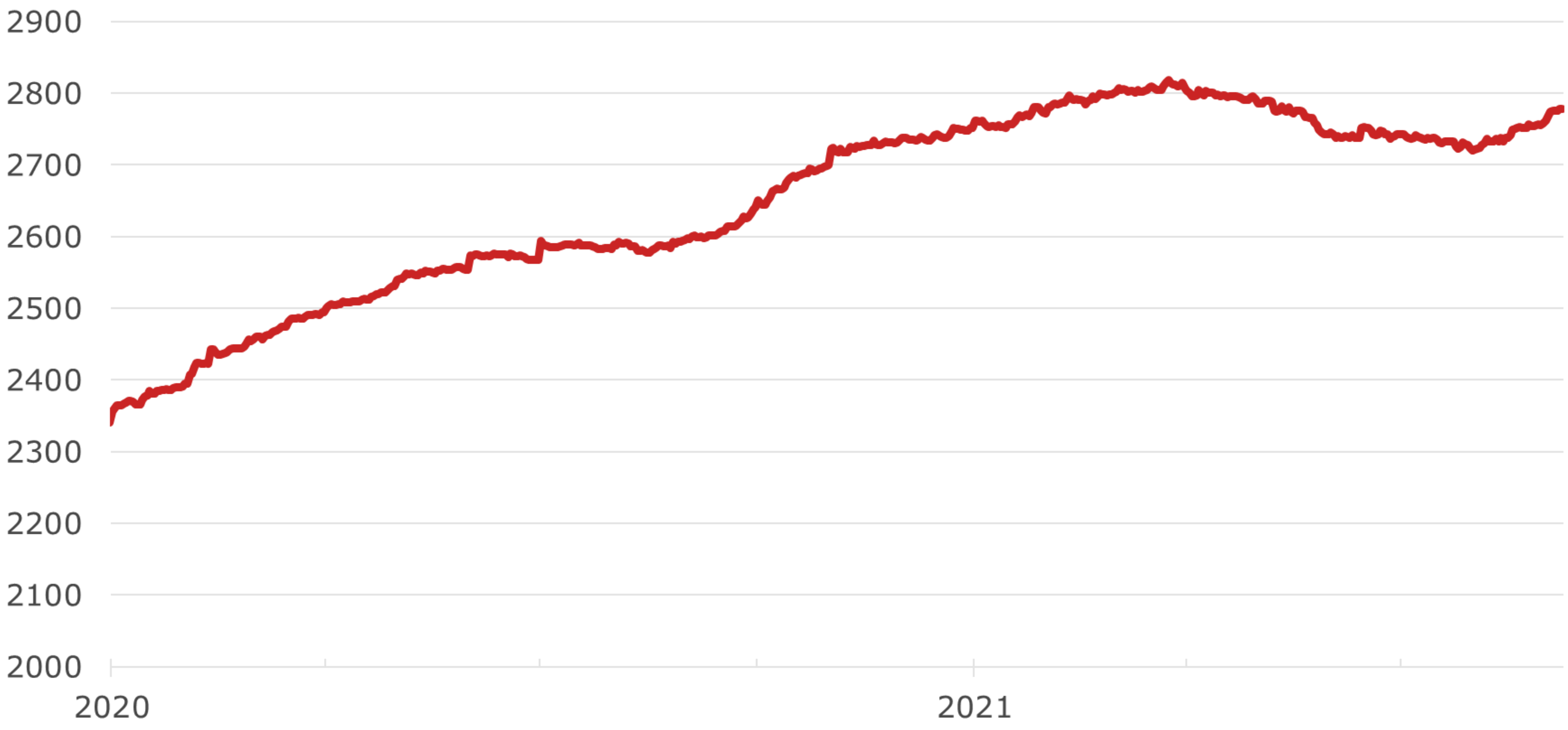


SUPPLY OF SALES CANDIDATES



LIQUIDITY

SUPPLY

DEMAND

PRICE LEVEL

DEMAND - UTILISATION

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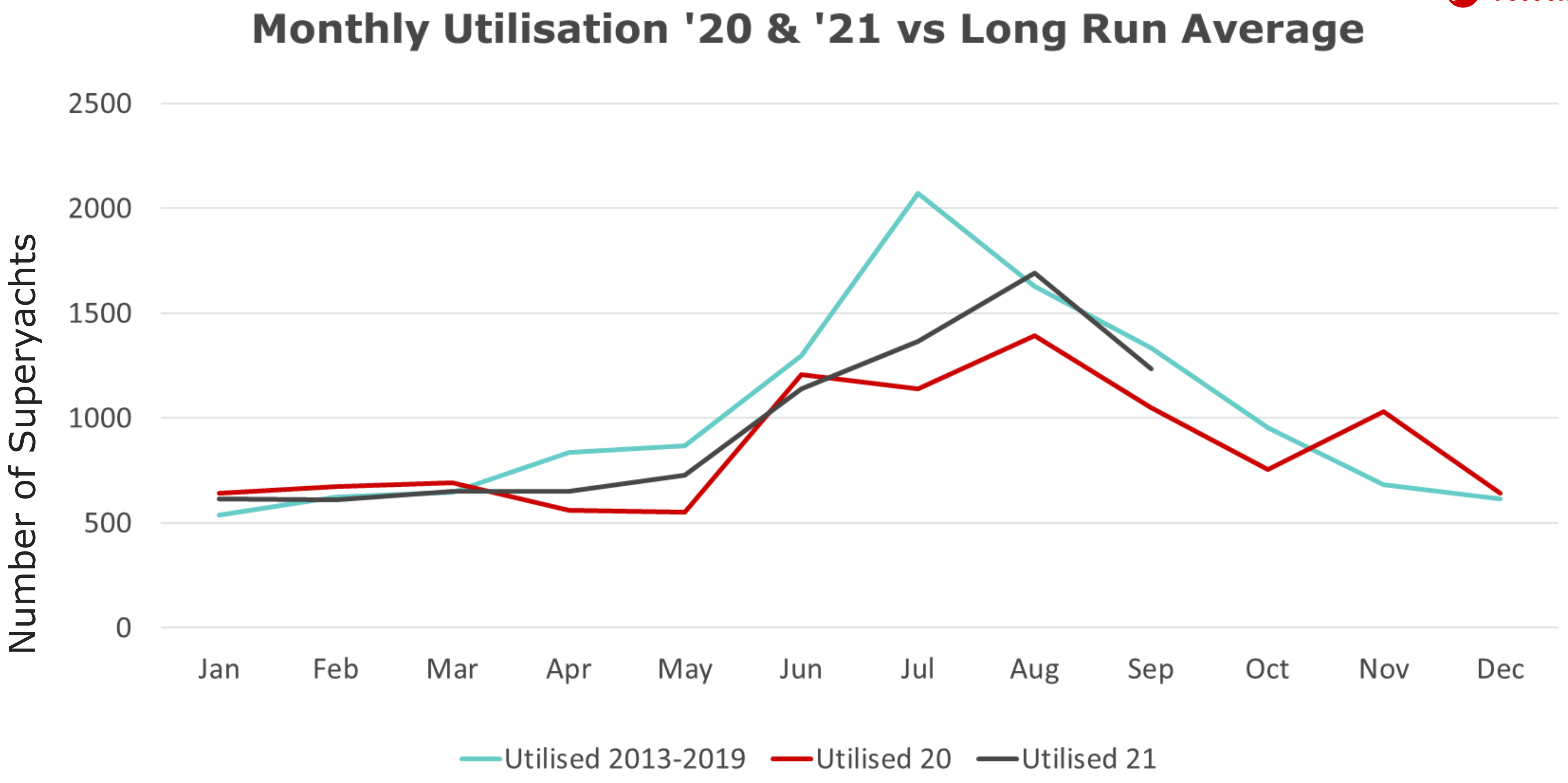

DEMAND – WEB SEARCH ACTIVITY

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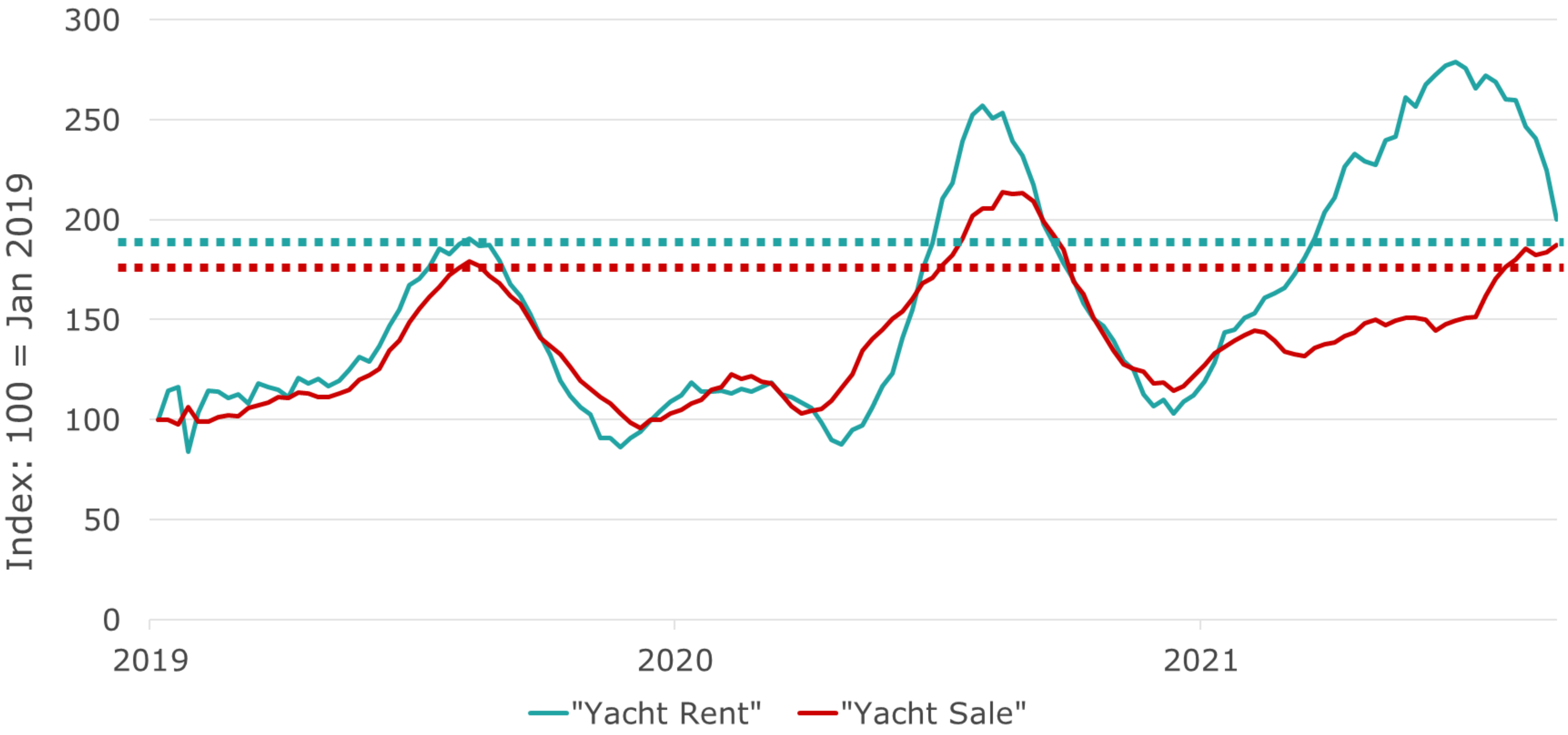

Source – Google Trends Sept 2021; Data indexed and smoothed

LIQUIDITY

SUPPLY

DEMAND

PRICE LEVEL

SUPERYACHT VALUES - CUSTOM (DILBAR)

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Market Value

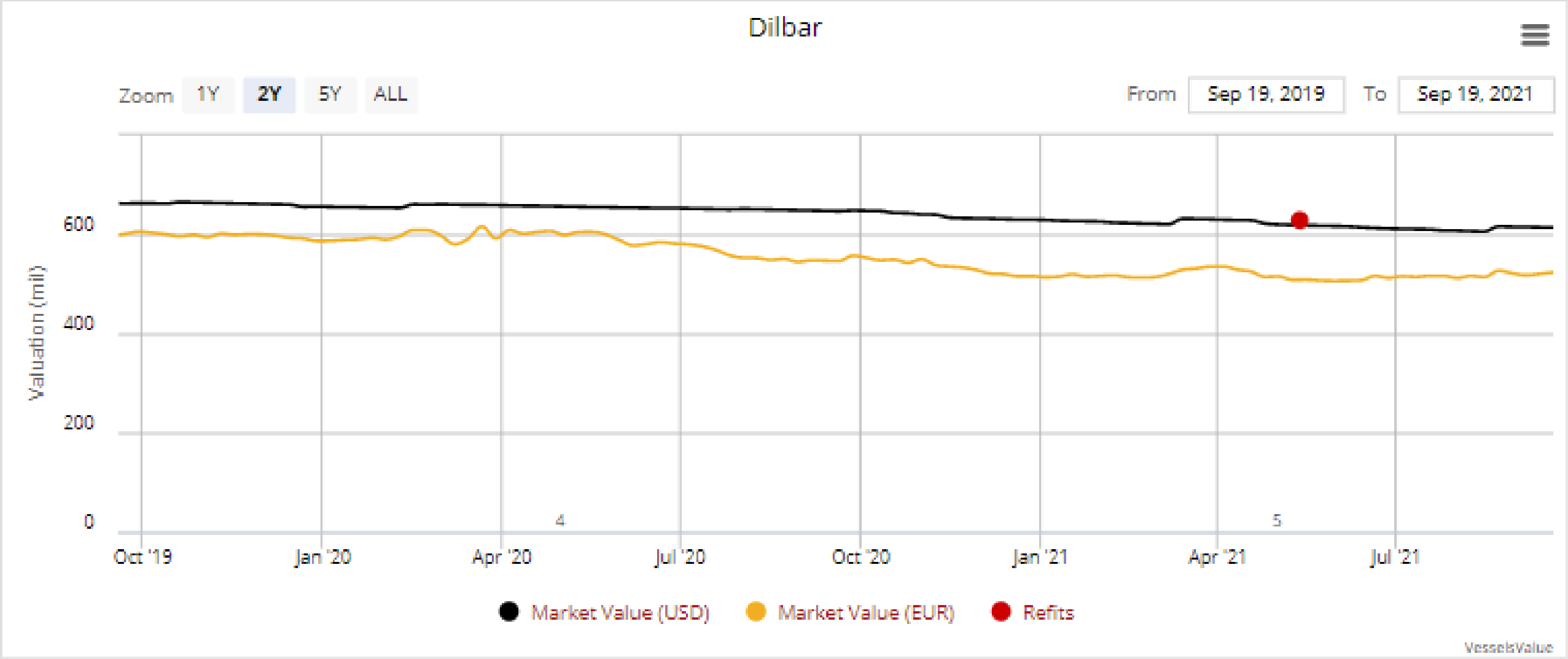
613.73 r USD

Values in USD mil unless specified. Values subject to disclaimer. This is not a valuation certificate.

Values | S&P | Charter | Finance | Trade | Vessel Details | Cousins | Notes 4 | Documents 4 | Refits

Market | Newbuild

52 Week Average: 605.59 MIN 648.66 MAX 624.16 AVG



SUPERYACHT VALUES - PRODUCTION

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Escape 42

Type MOTOR YACHT (Production / Planing) LOA 26.30 (86'3") BEAM 6.50 (21'4") DRAFT 2.00 (6'7") GT 94 BLT 2016 Sunseeker International Age

Mon 20 Sep 2021 Historical

Currency: USD | EUR | GBP

Market Value

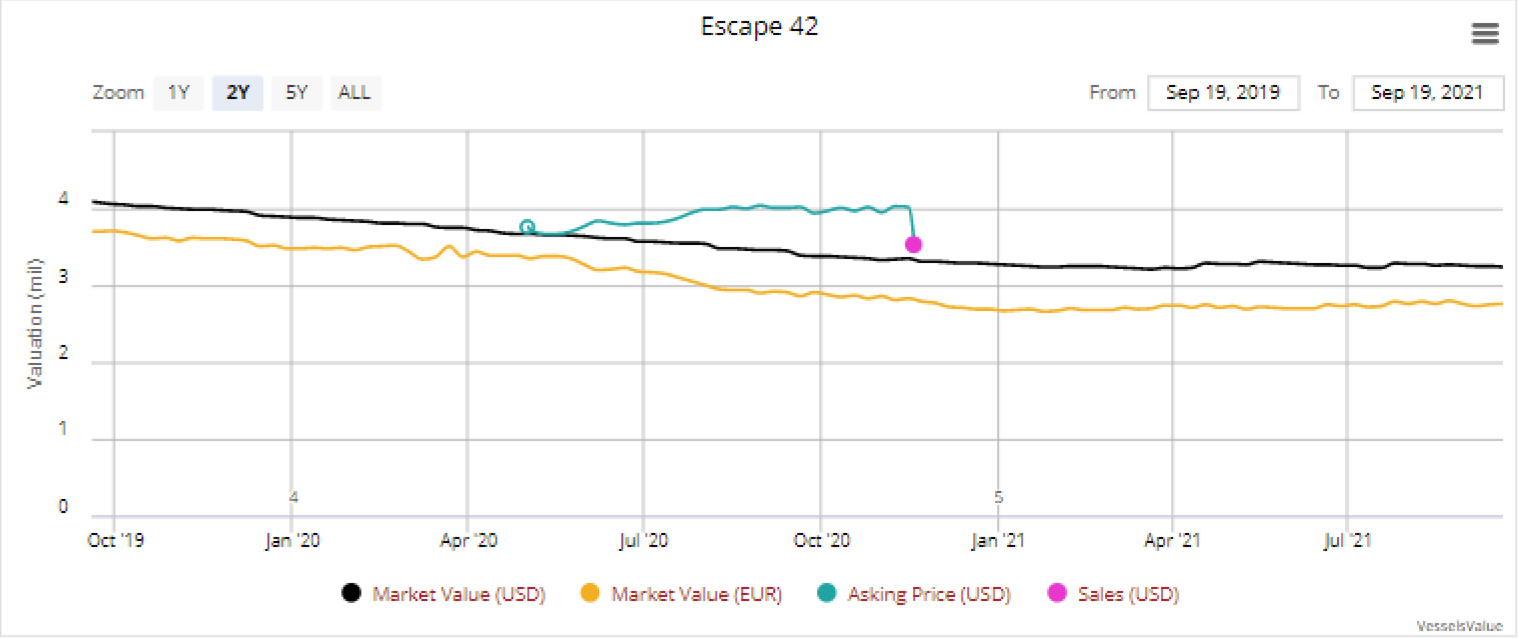
3.24 USD ▾

Values in USD mil unless specified. Values subject to disclaimer. This is not a valuation certificate.

Values | S&P | Charter | Finance | Trade | Vessel Details | Cousins | Notes 0 | Documents 0

Market | Newbuild

52 Week Average: 3.21 MIN 3.39 MAX 3.28 AVG



SUPERYACHT VALUES 5Y FIXED AGE

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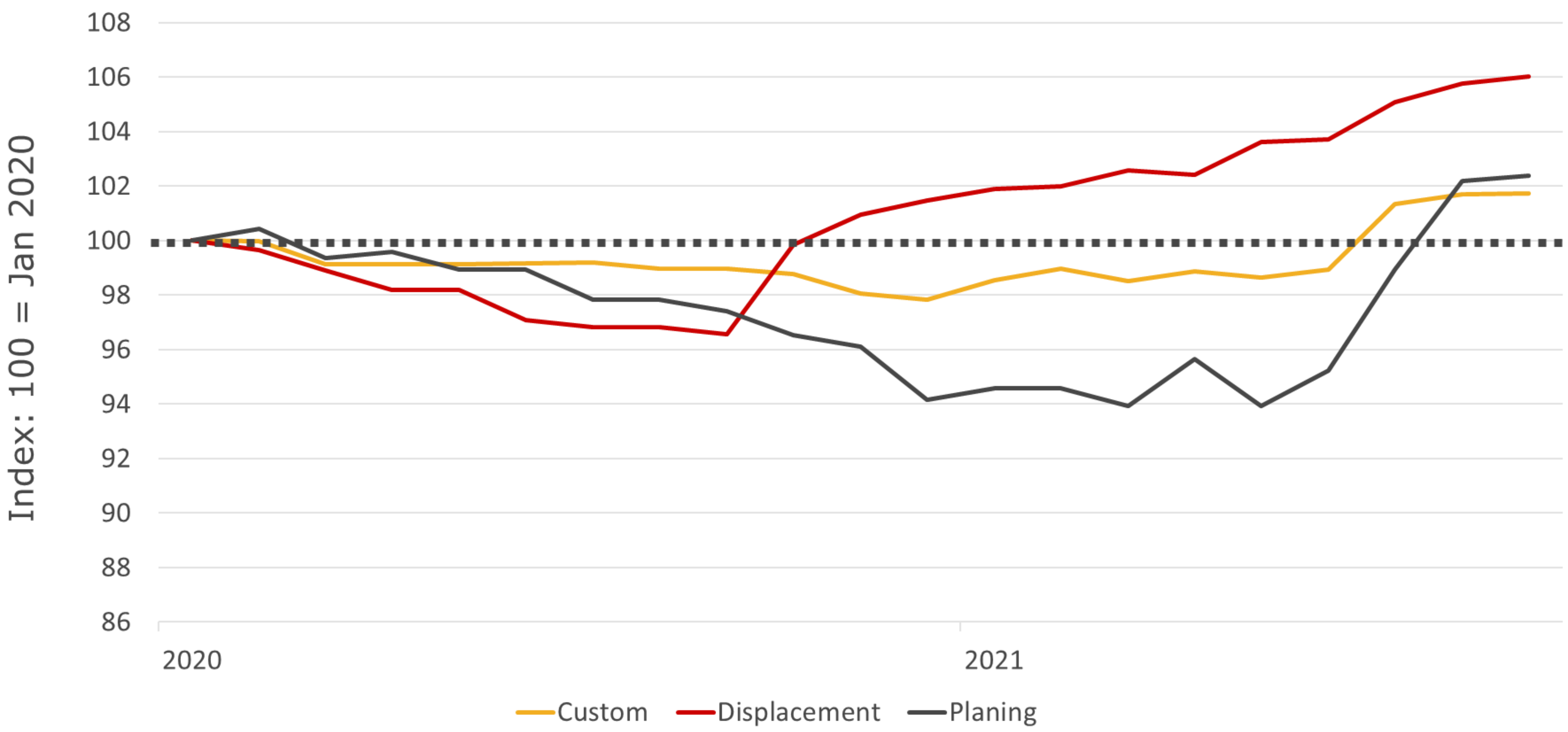
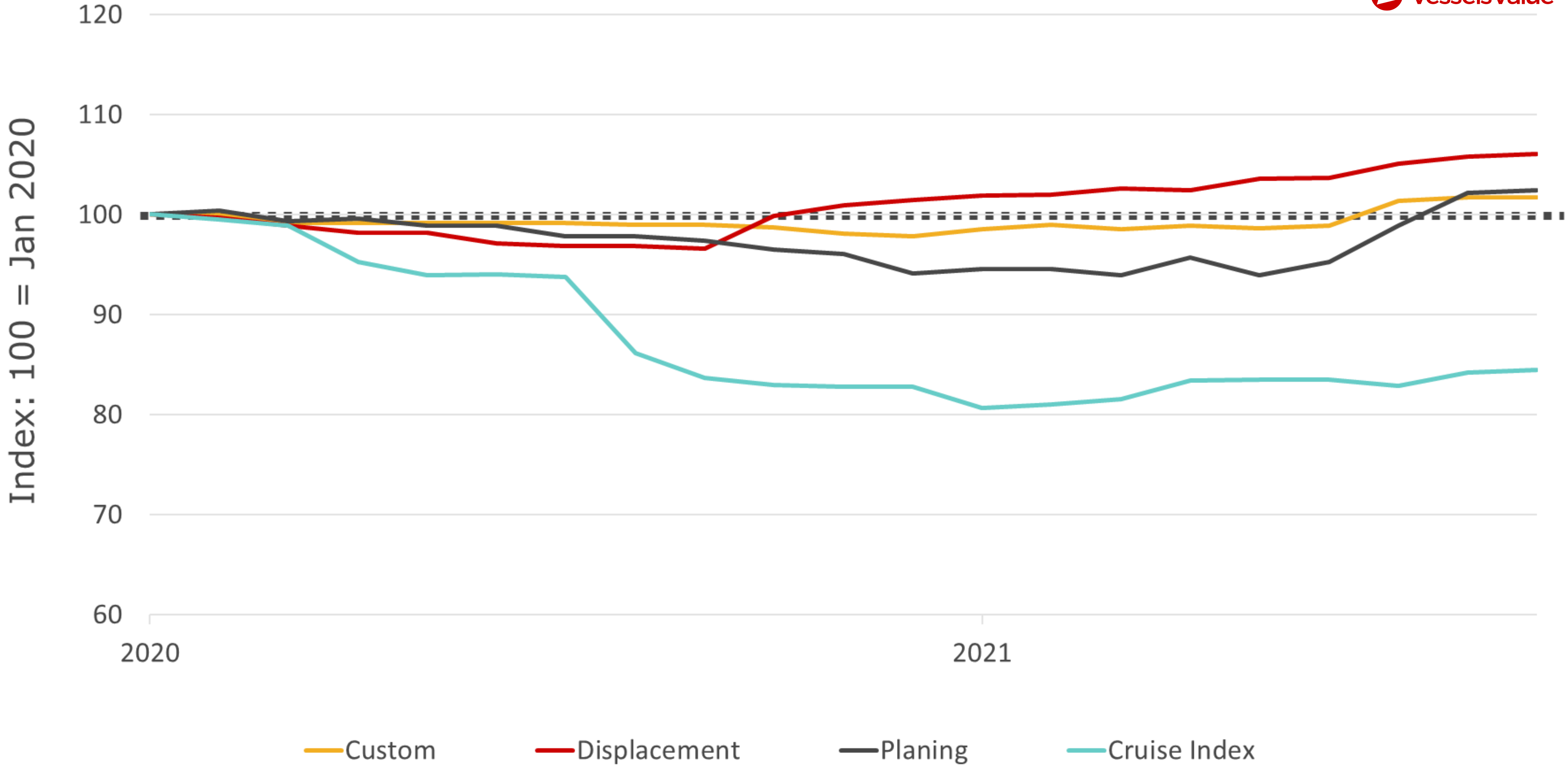
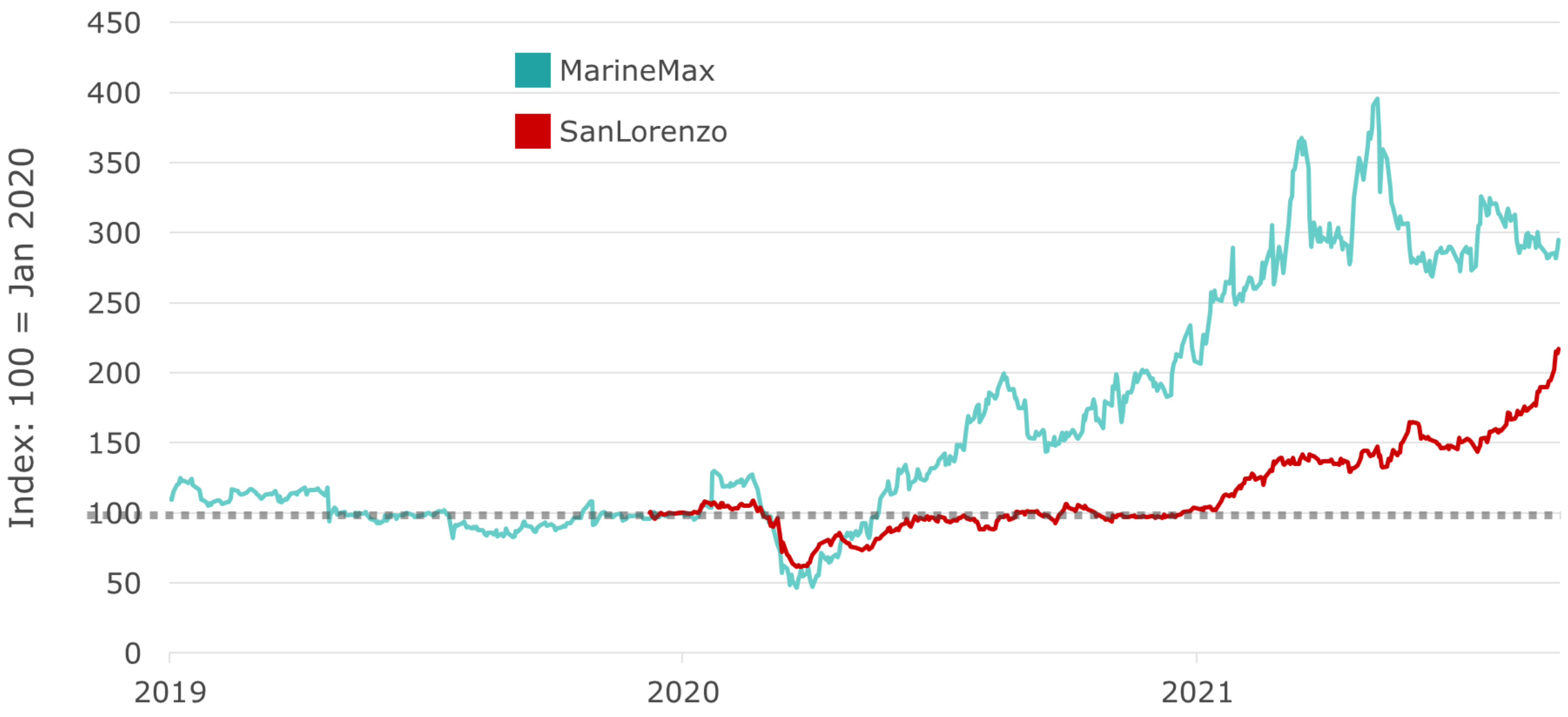


OTHER METRICS

SUPERYACHT VS CRUISE VALUES (5Y)



STOCK PRICES



OVERVIEW

Market Pillar	Past 12 months vs long term trend	Comment
Supply growth (fleet growth & candidates available for sale)	↓	• Reduced shipyard output due to supply chain disruption and labour restrictions (e.g. social distancing). • Second hand inventory slowly reducing.
Demand (utilisation rates)	↑	• Utilisation rates currently at usual numbers.
Price level (asset values)	↑	• Values are firming across all Superyacht sectors.
Liquidity (transactional volume)	↑↑	• Number of deals currently extremely high.

THANK YOU

DO YOU HAVE ANY QUESTIONS?