

WHAT'S GOING ON IN THE SUPERYACHT MARKET?

Marine Money Palm Beach 2022

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 VesselsValue

THE NEXT 20 MINS OF OUR LIVES



Who are VesselsValue (1 min)

Defining the American Superyacht Market (2 min)

Recent History of the Global Superyacht Market (9 min)

Current Indicators to Forecast the Future (8 min)

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ABOUT US



Launched

2011

9 Offices

Worldwide

People

200+

Clients

2,500+ users,
500+ companies,
across 49 countries



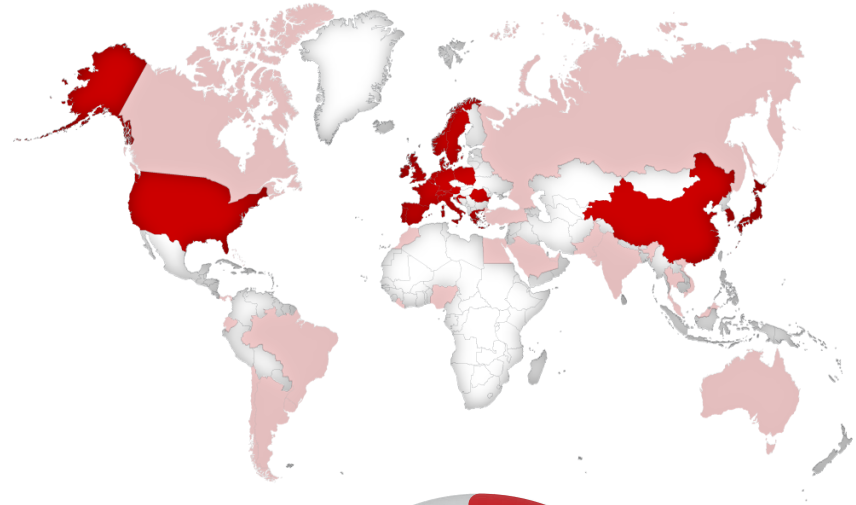
WHO WE WORK WITH

SUBSCRIBERS

500+ companies

USERS

2,500+



49%

Banks, Funds
& Leasing Cos

33%

Shipowners
& Operators

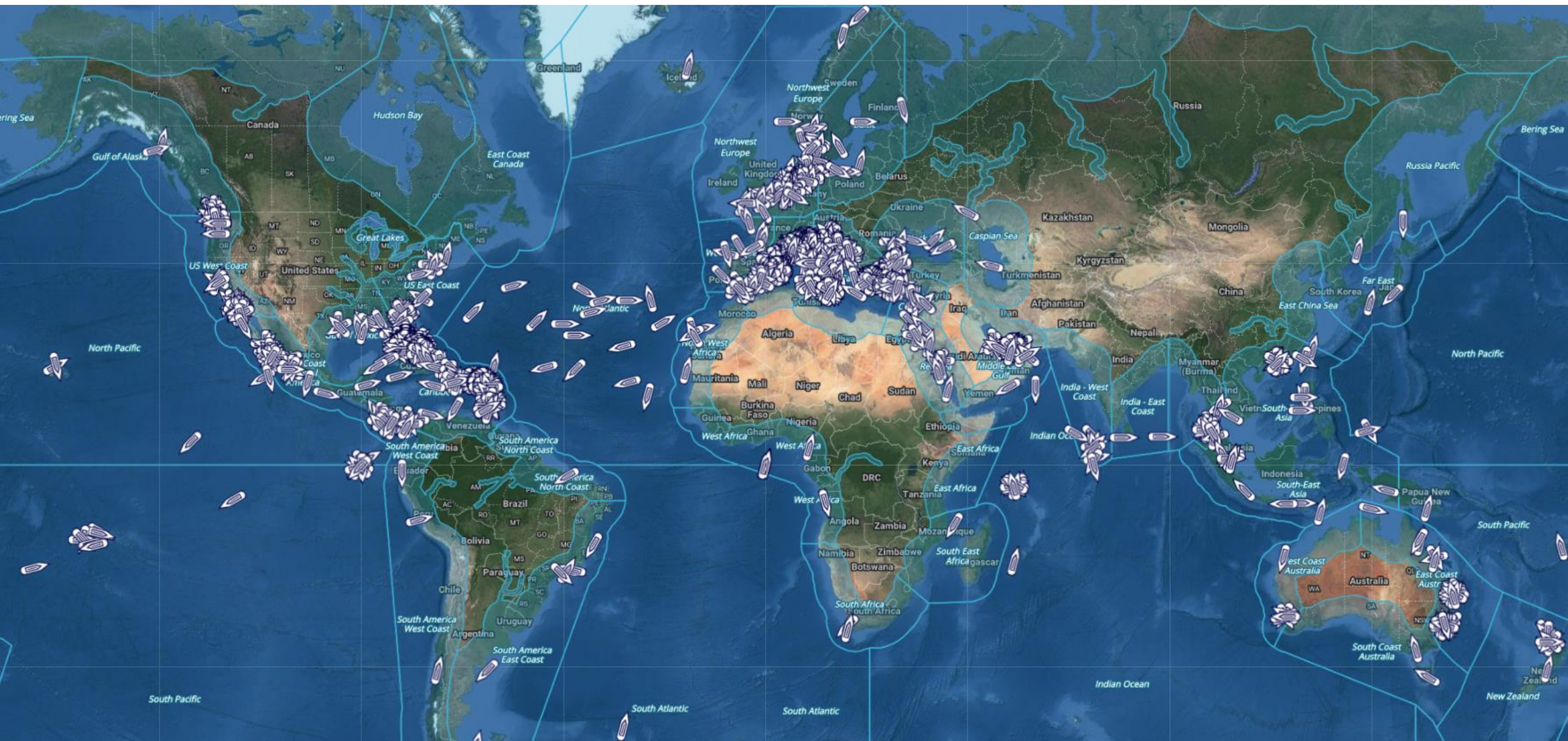
18%

Governments
& Professional
Services

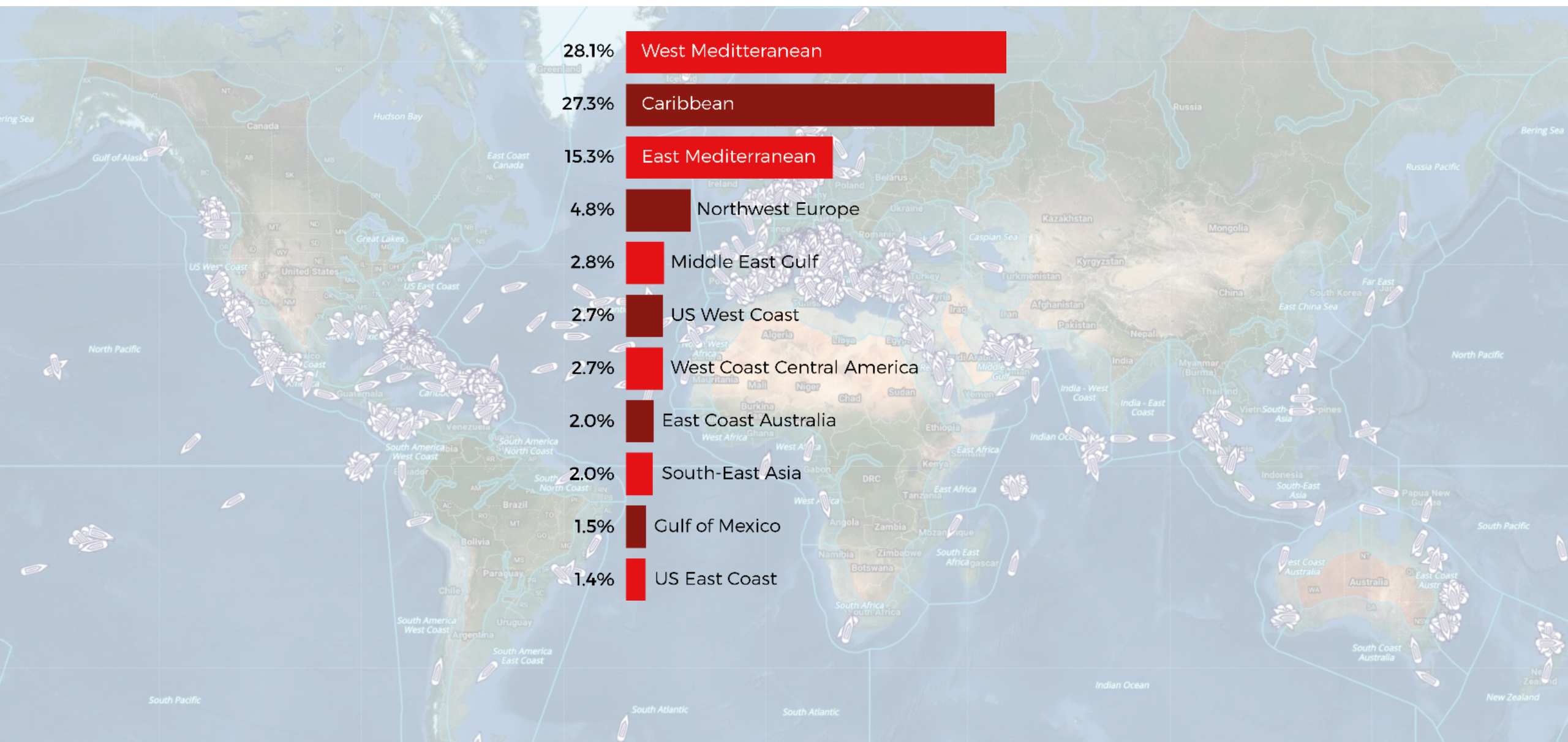
THE US MARKET



WHERE ARE THEY?

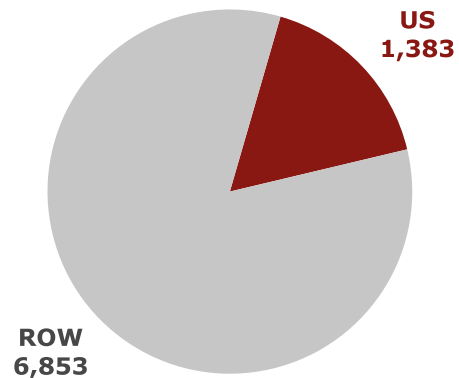


WHERE ARE THEY?

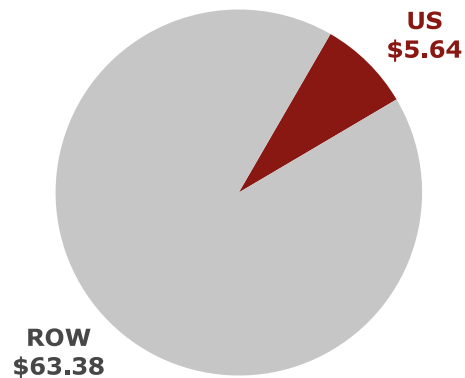


AMERICAN PIE – THE US SUPERYACHT FOOTPRINT

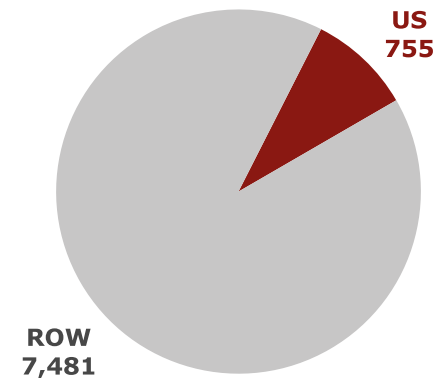
Numbers Built



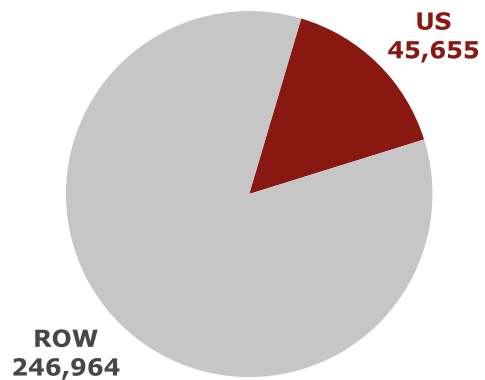
Value of Built Fleet (USD billions)



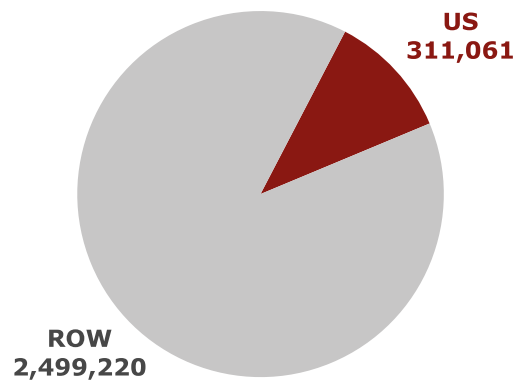
Number of US Flags



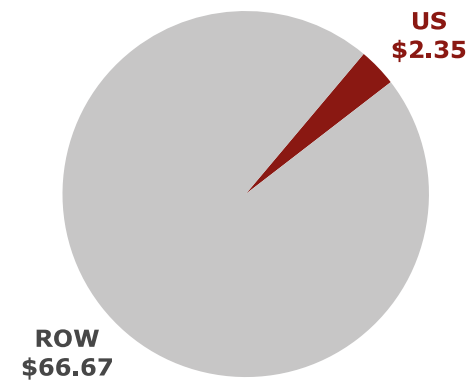
Total Built Length (metres)



Total GT Built (GT)



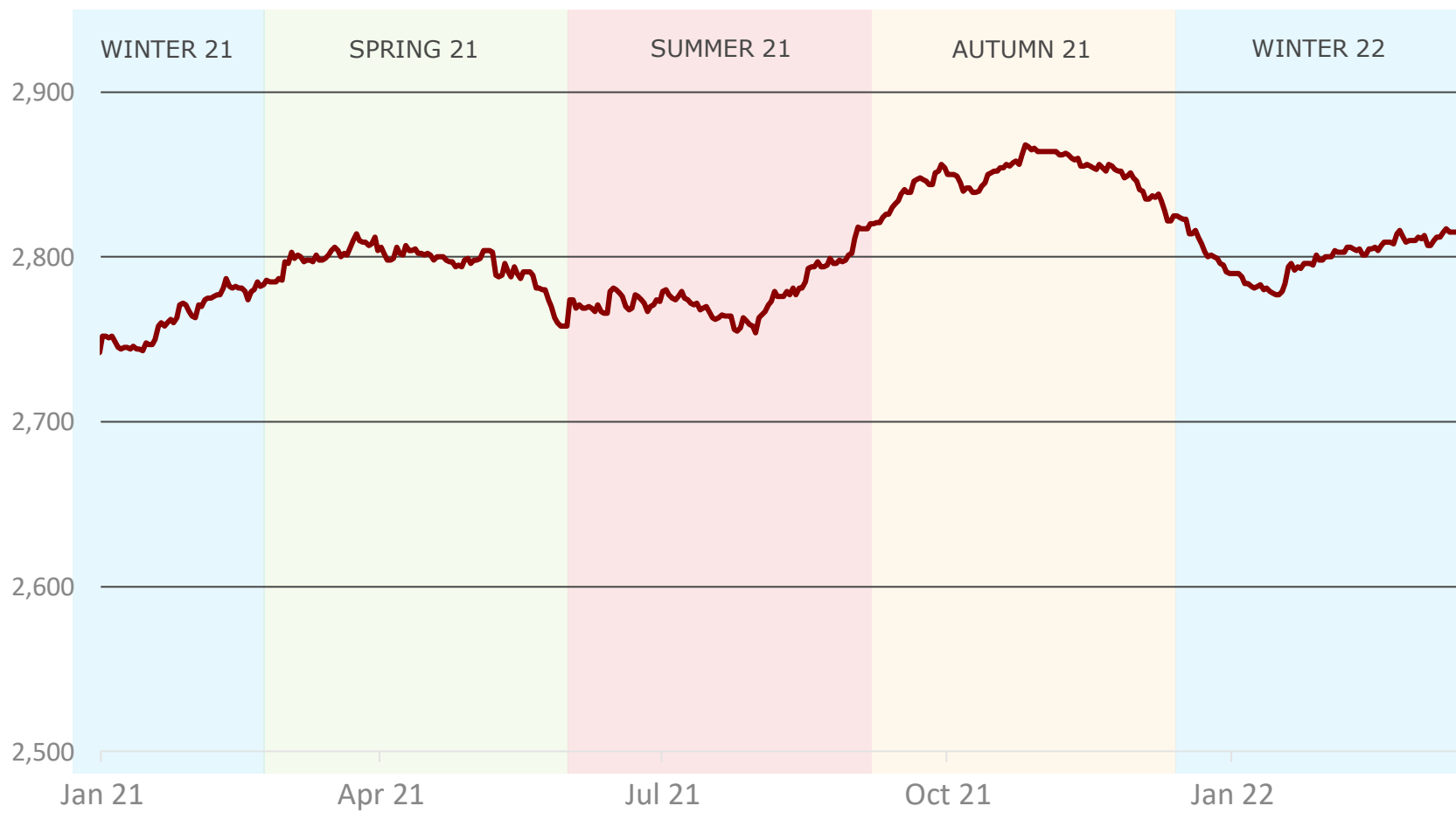
Value of US-Flagged Fleet Fleet Value USD billions



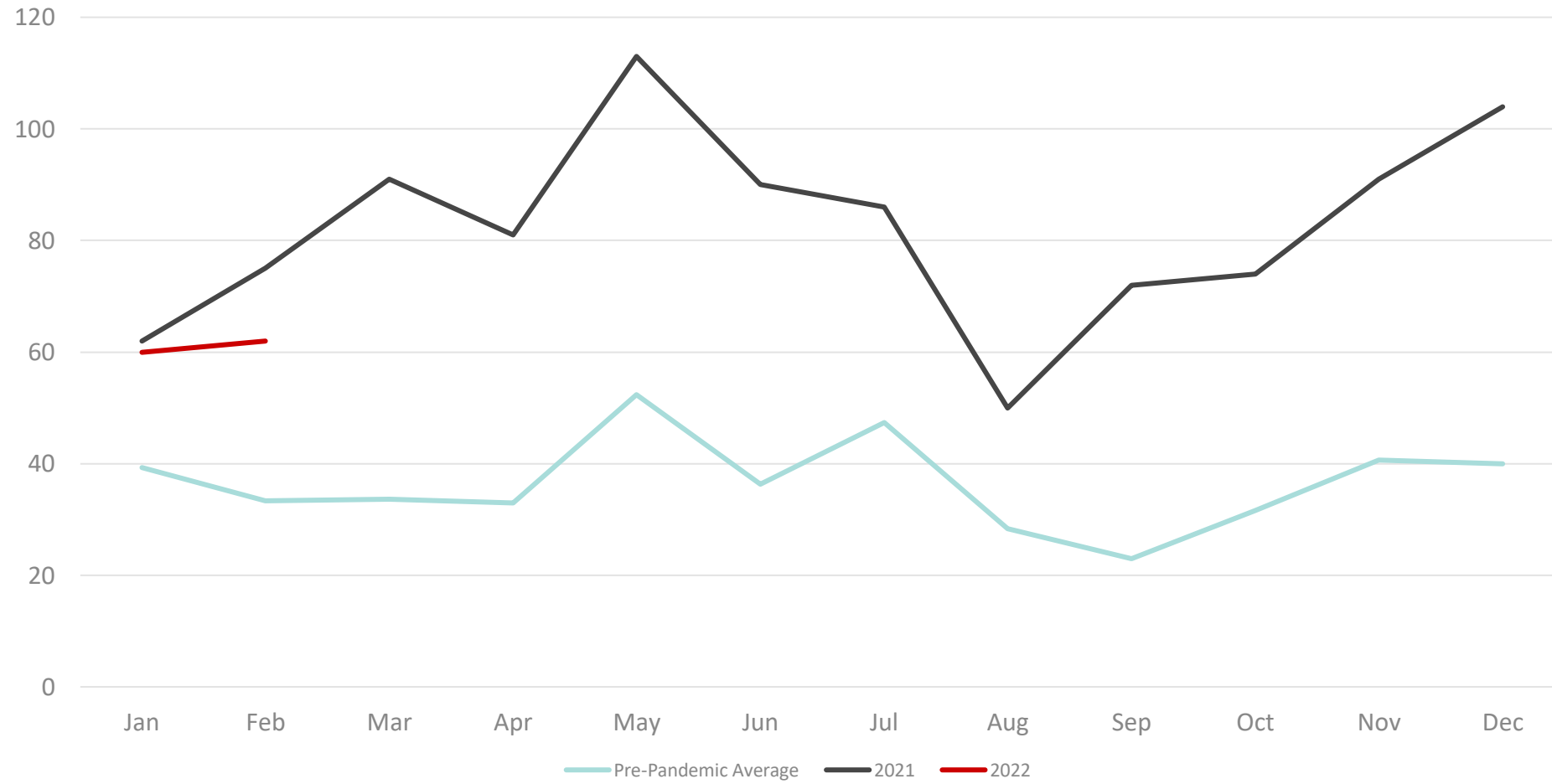
RECENT HISTORY



AVAILABLE FOR SALE (SUPPLY)



2ND HAND SALES CONCLUDED – DEMAND REALISED



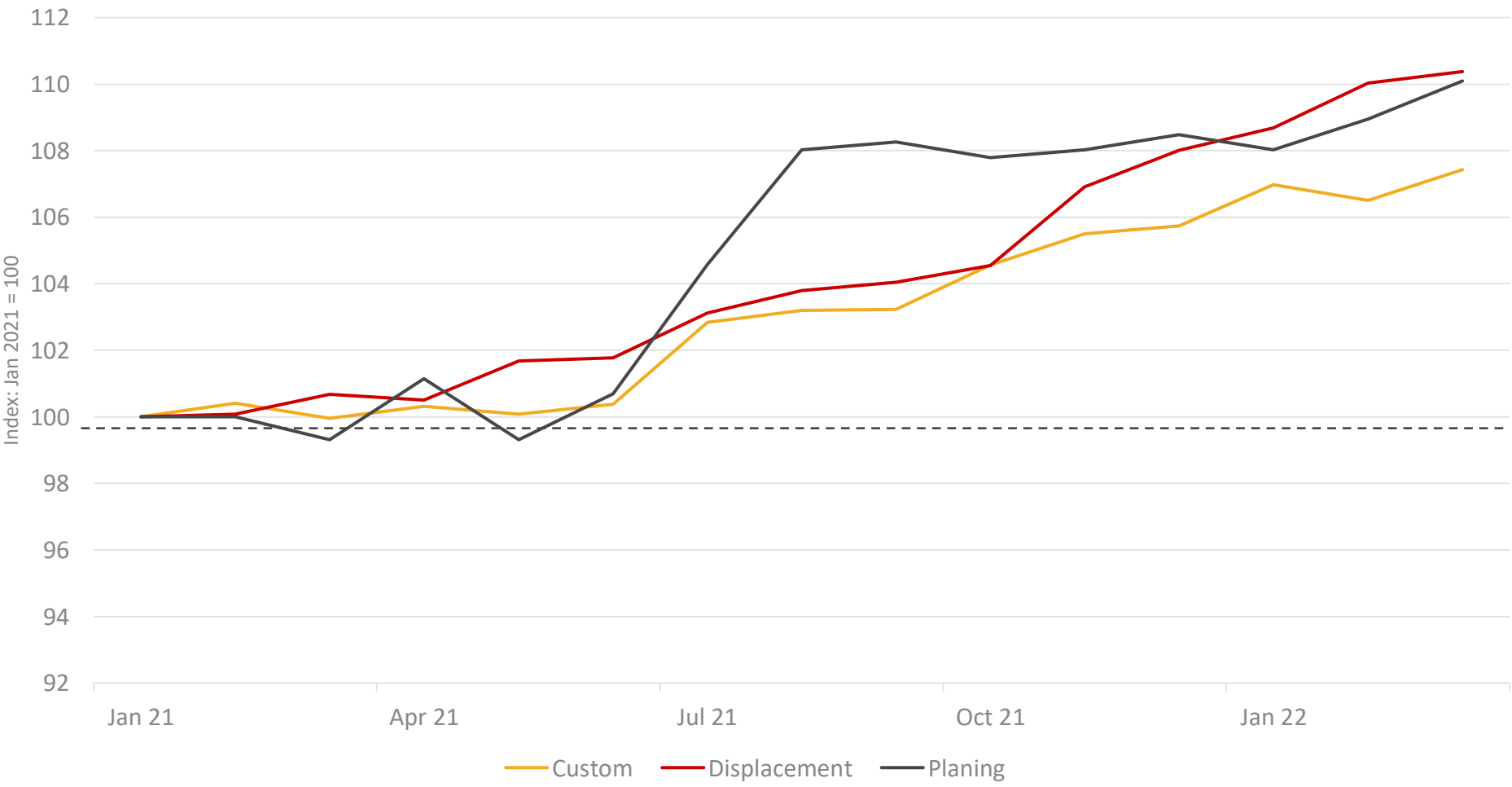
CAUSES OF DEMAND

“Willing & Able”

- Increased need for privacy / isolation
- Disrupted vacation/holidays
- Wealth creation
 - Stock markets – Stimulus
 - Crypto
- Cheap money (low interest rates)
- Inflation – buy now!



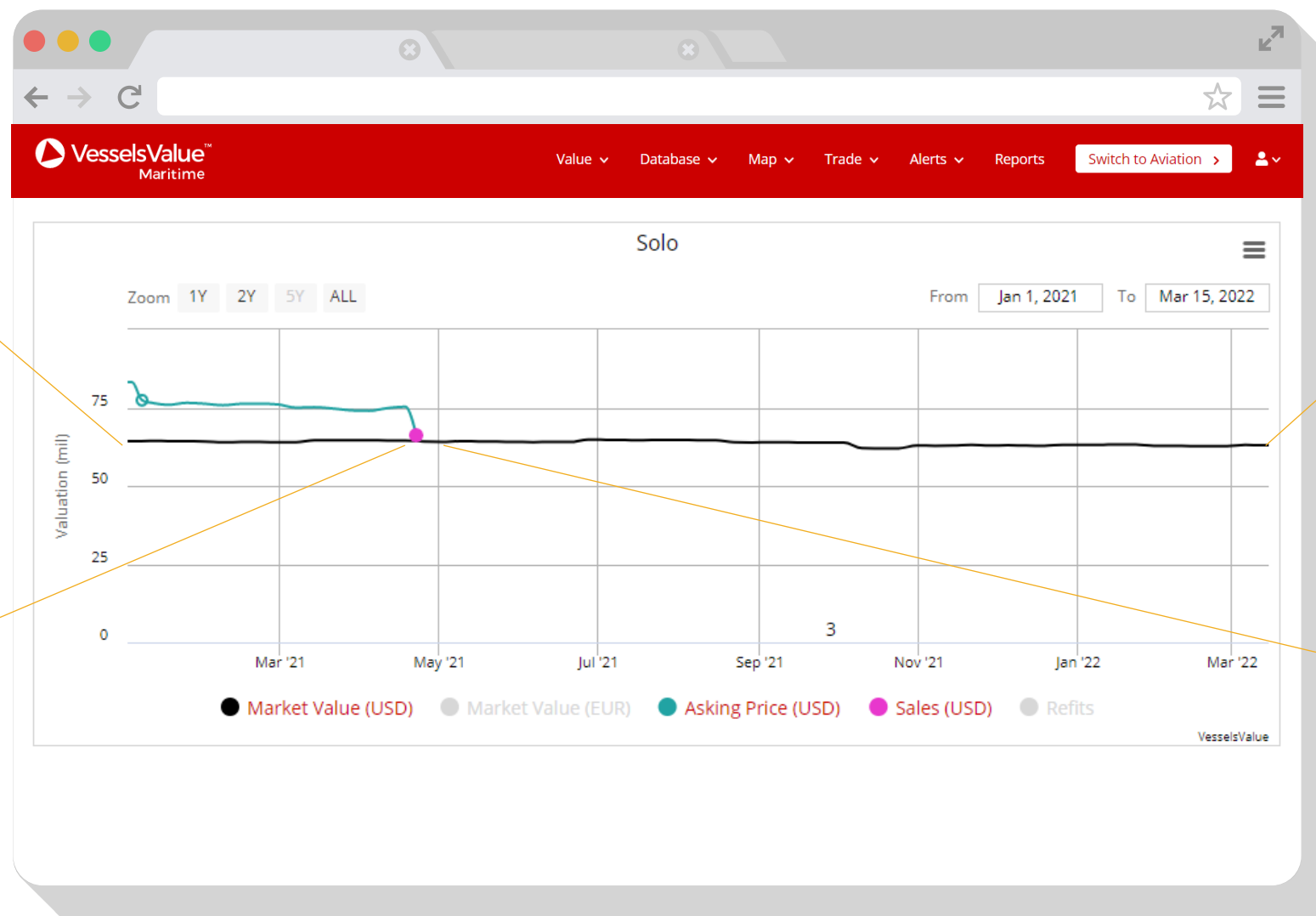
EFFECTS ON VALUES



EFFECTS ON VALUES – LARGE CUSTOM

\$64.27 mil

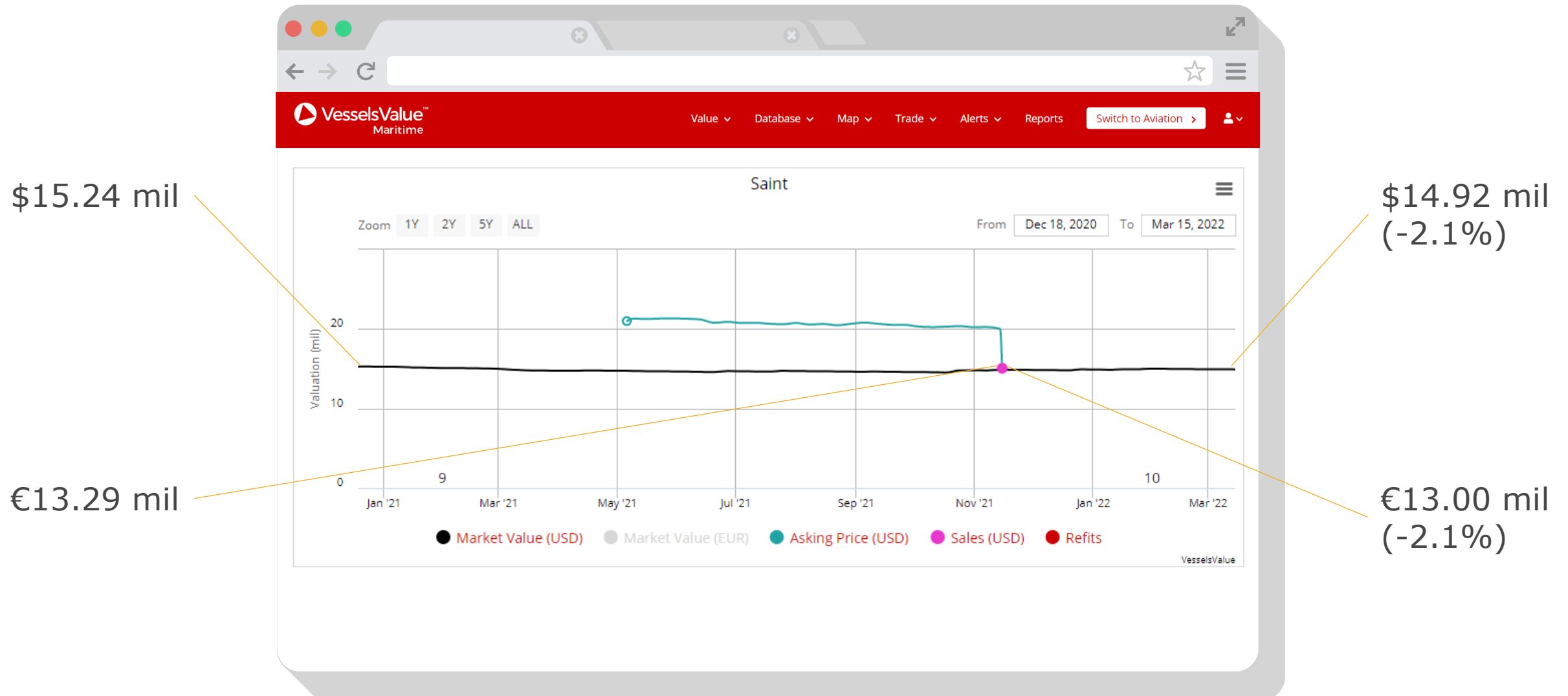
€55.4 mil



\$63.02 mil
(-1.9%)

€53.87 mil
(-2.8%)

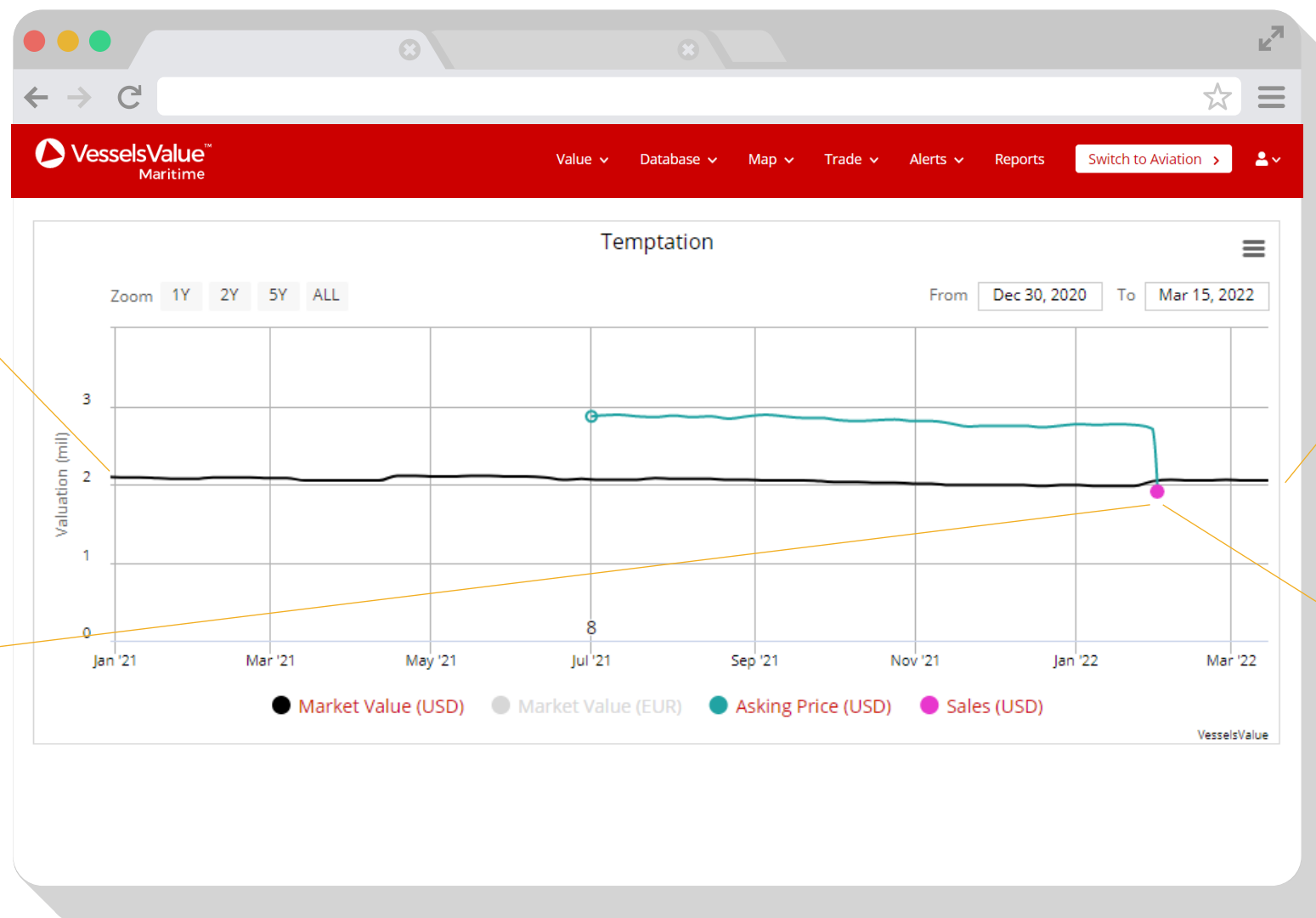
EFFECTS ON VALUES – SEMI CUSTOM



EFFECTS ON VALUES - PLANING

\$2.09 mil

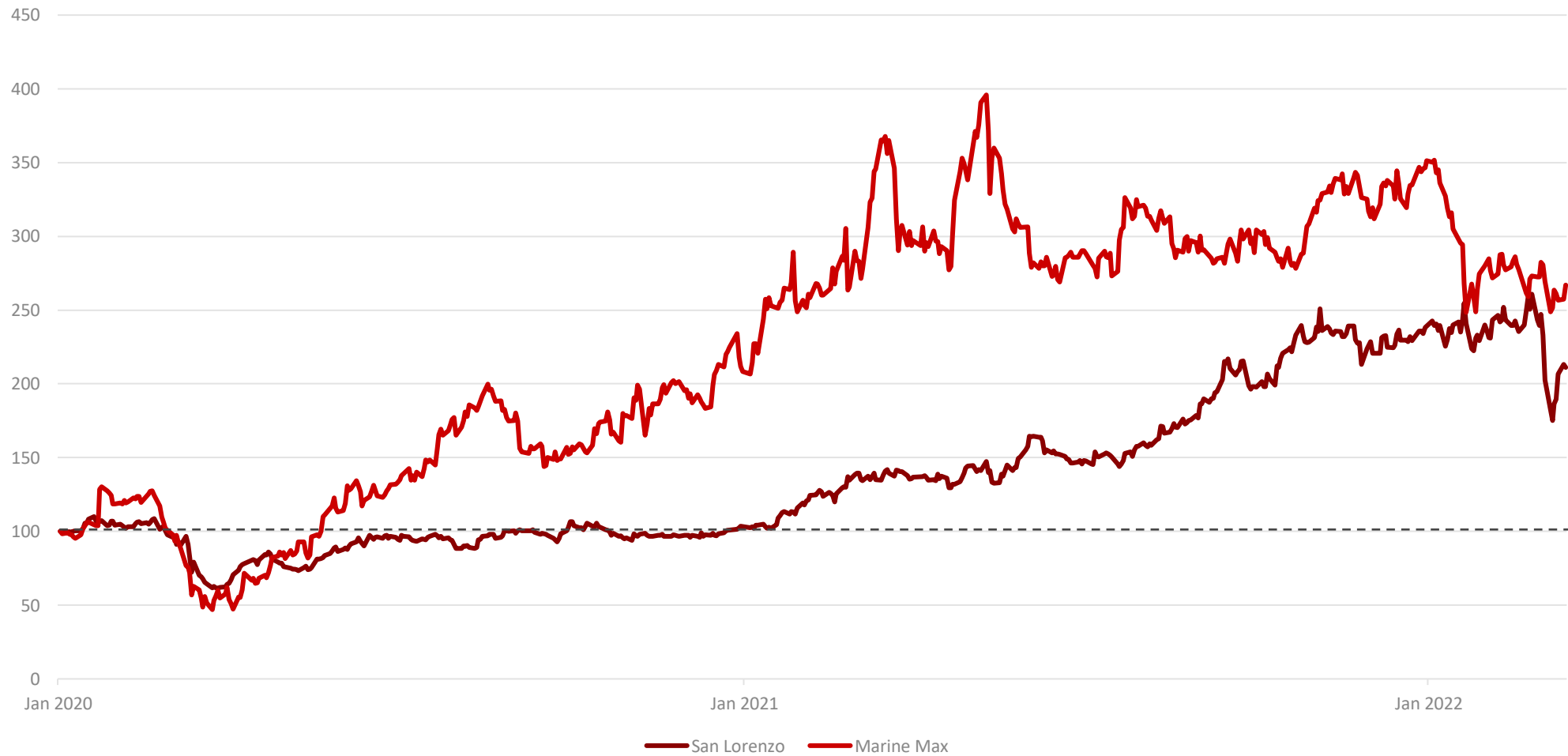
€1.7 mil



\$2.05 mil
(-1.9%)

€1.75 mil
(+2.9%)

WHAT DOES WALL STREET THINK?



THE FUTURE

The image features a solid red background. On the right side, there is a large, abstract, light-red shape that resembles a stylized arrow or a curved wedge pointing towards the bottom right. The text "THE FUTURE" is positioned on the left side of the image.

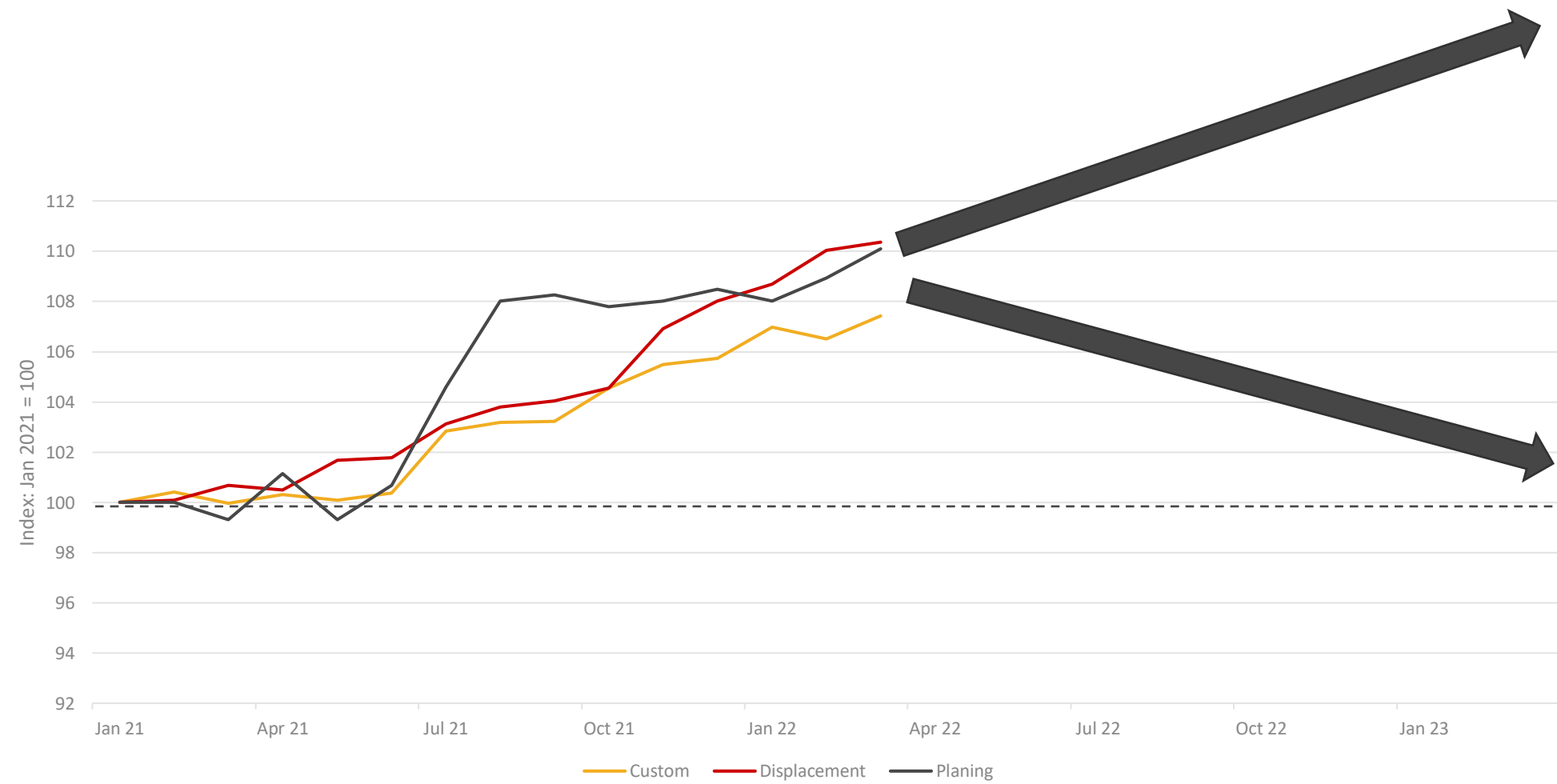
FUTURE - DEMAND

- | | |
|--|-------------------|
| • Increased need for privacy / isolation | Still true |
| • Disrupted vacation/holidays | Travel opening up |
| • Wealth creation | |
| • Stock markets – stimulus | In flux |
| • Crypto | In flux |
| • Cheap money (low interest rates) | Now increasing |
| • Inflation – buy now! | Very true! |

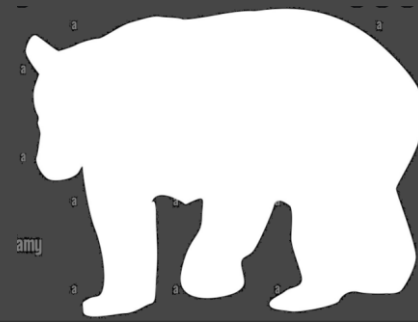
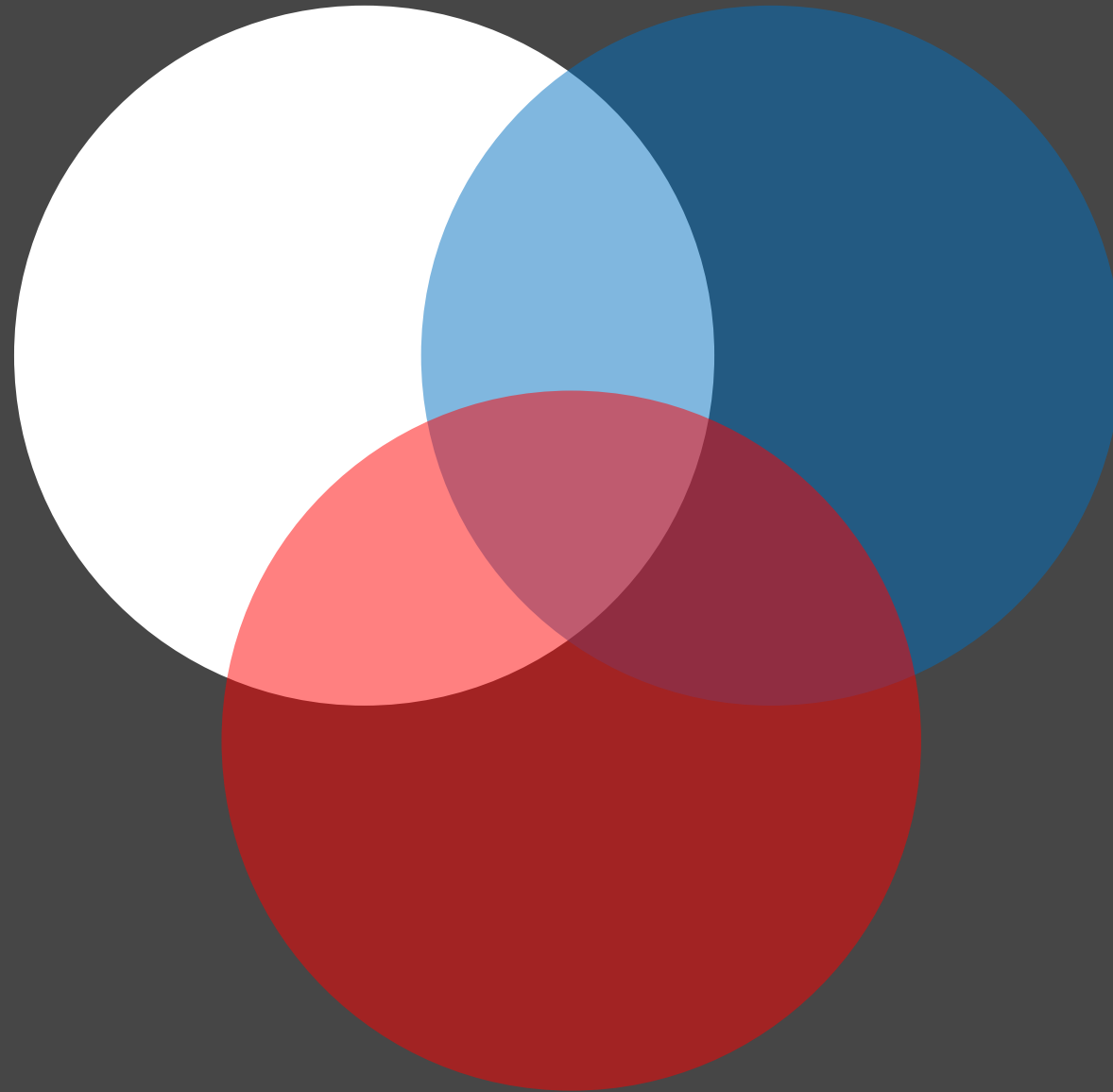
FUTURE - SUPPLY

- Seasonally – increases until end April then decline
- Very busy new build yards – record orderbooks
- No scrapping – no deletions = numbers always increase

FUTURE - VALUES



ADDITIONAL UNCERTAINTIES



THANK YOU

DO YOU HAVE ANY QUESTIONS?

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