Marine Money Report

27 September 2016

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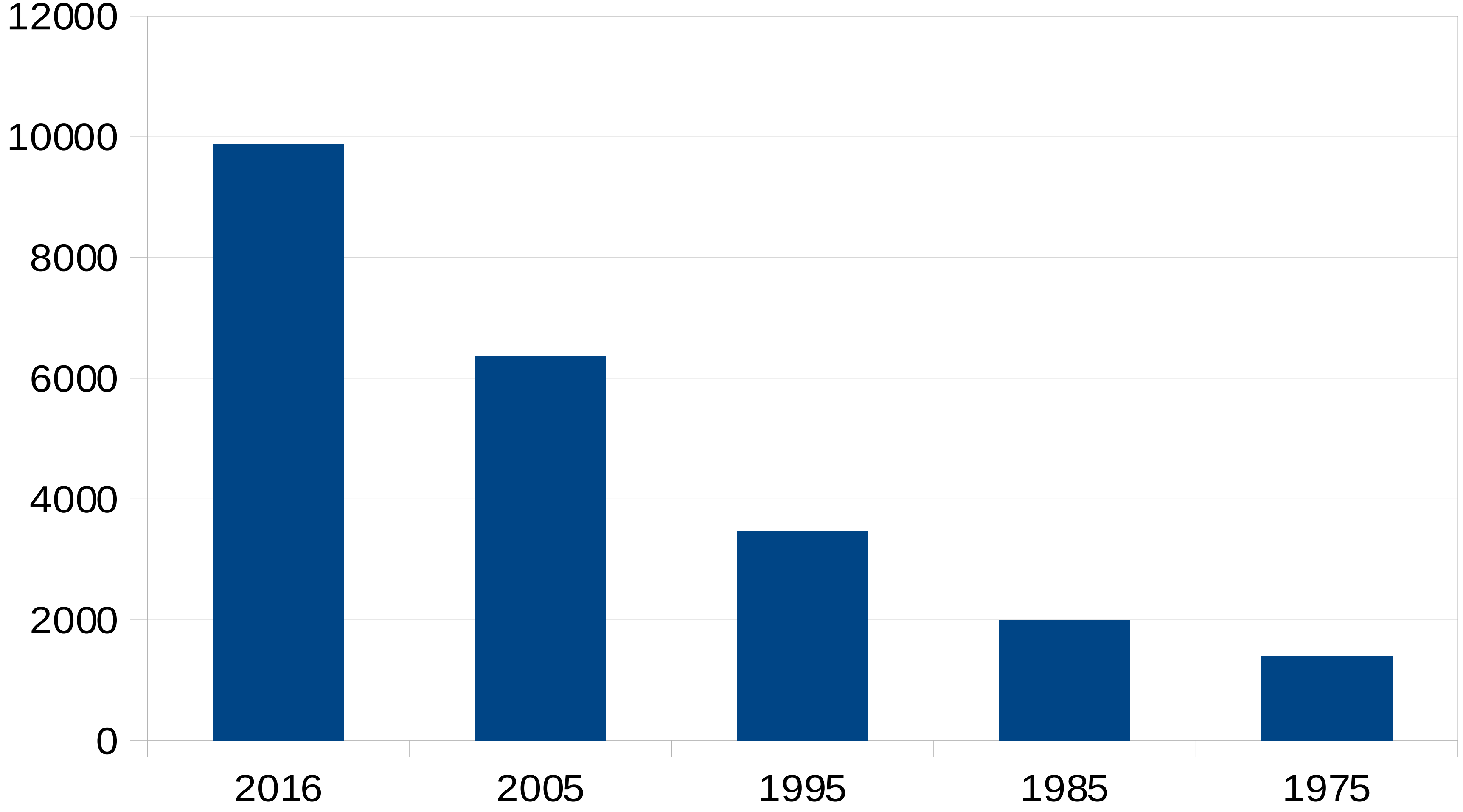
BOAT
International Media

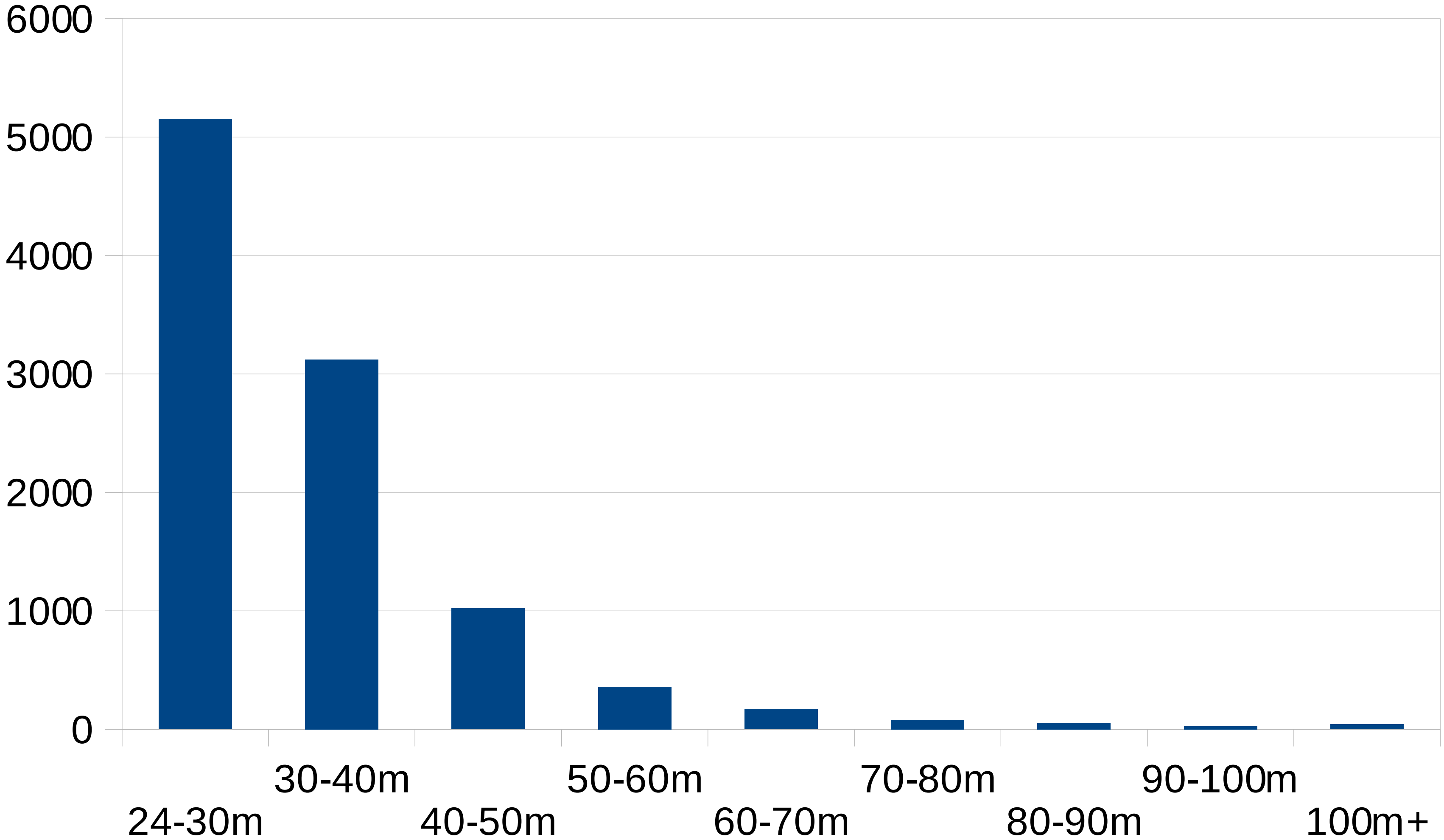
Agenda

- Brokerage sales
- New on the market
- New construction
- Launches
- Q&As

Global fleet 24m+



Global fleet in length



BROKERAGE SALES

Sales in the past 12 months

+1.5%

Year-on-year comparison (September to August)

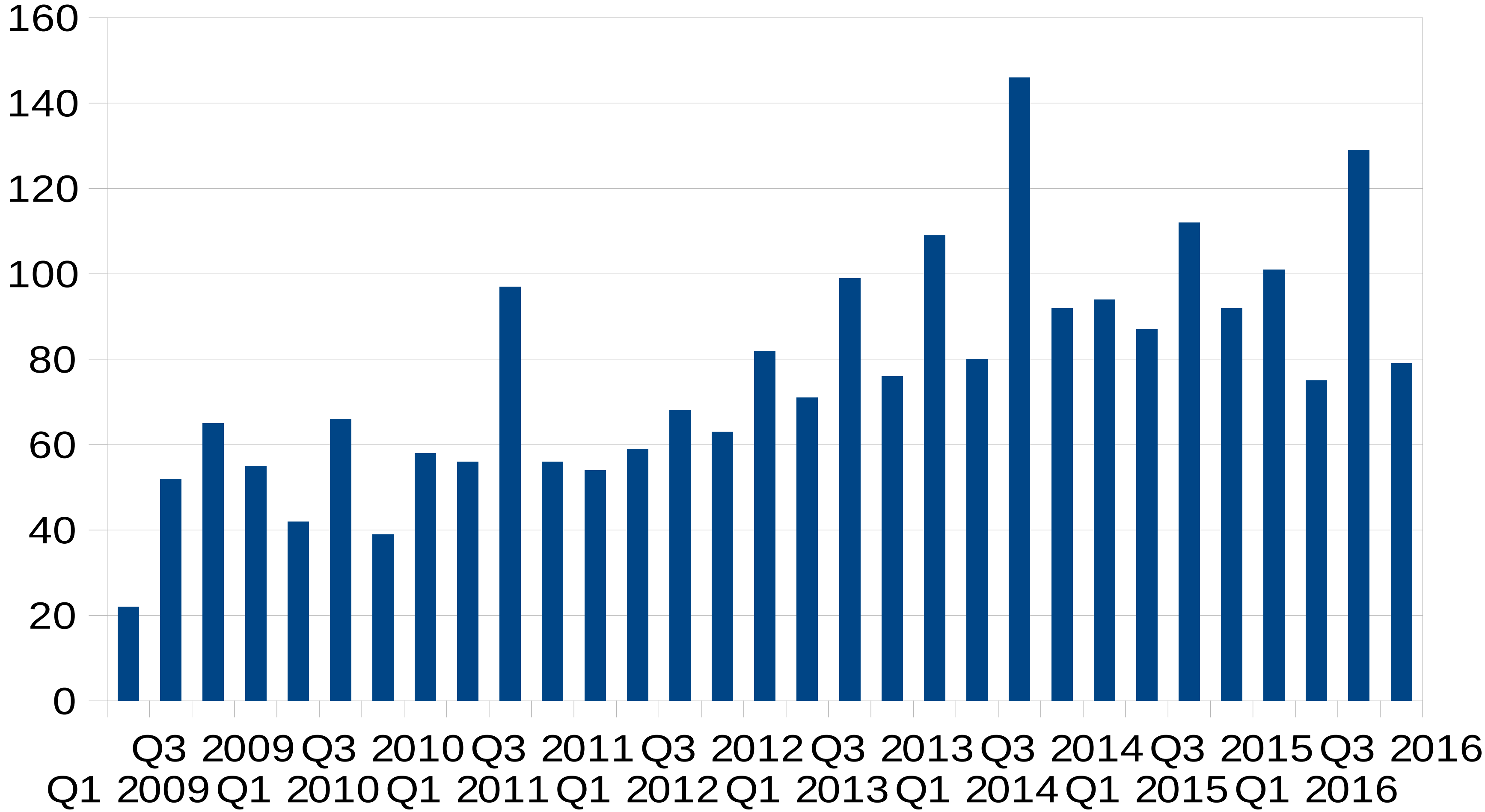
383

2014/15

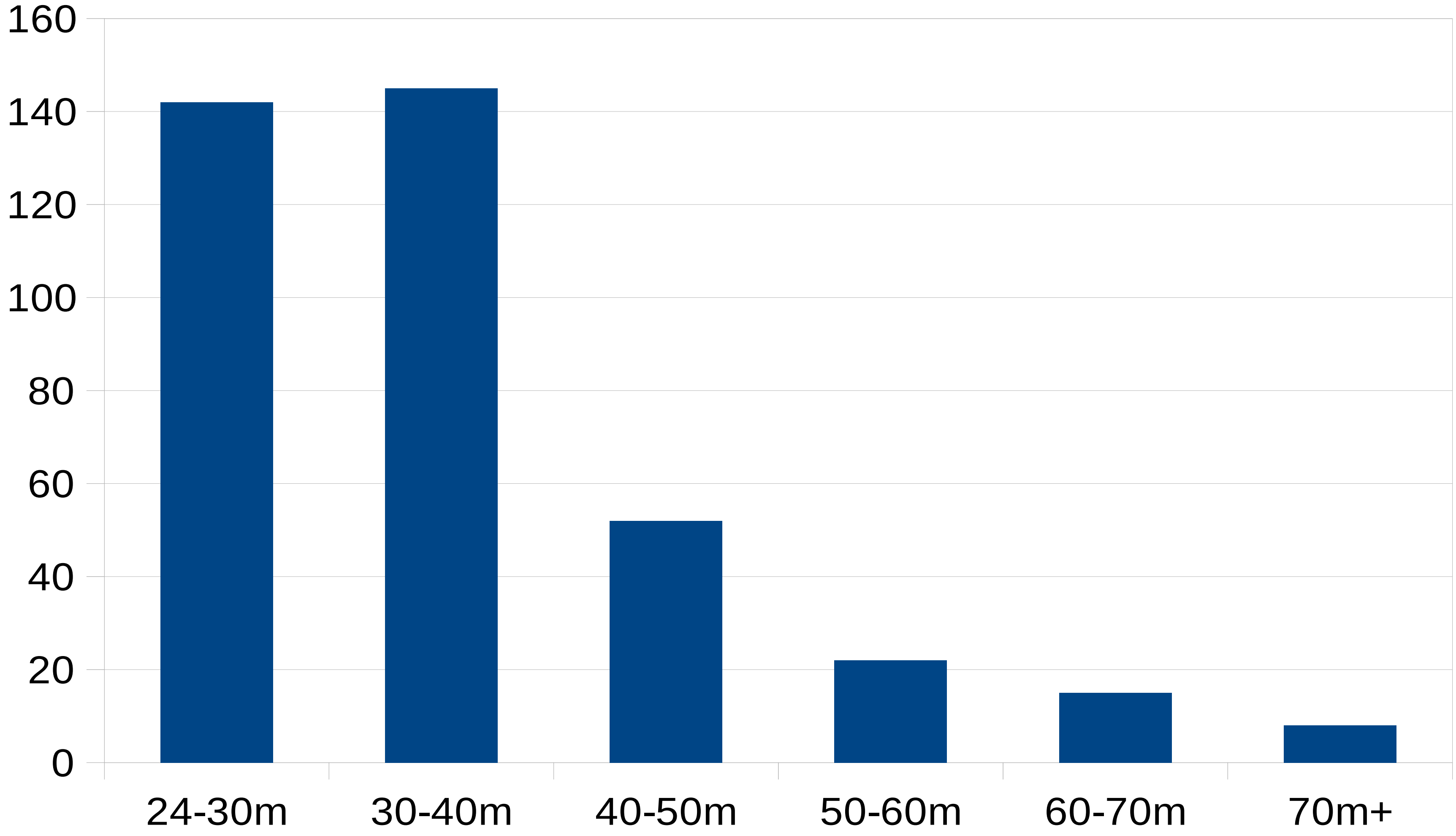
389

2015/16

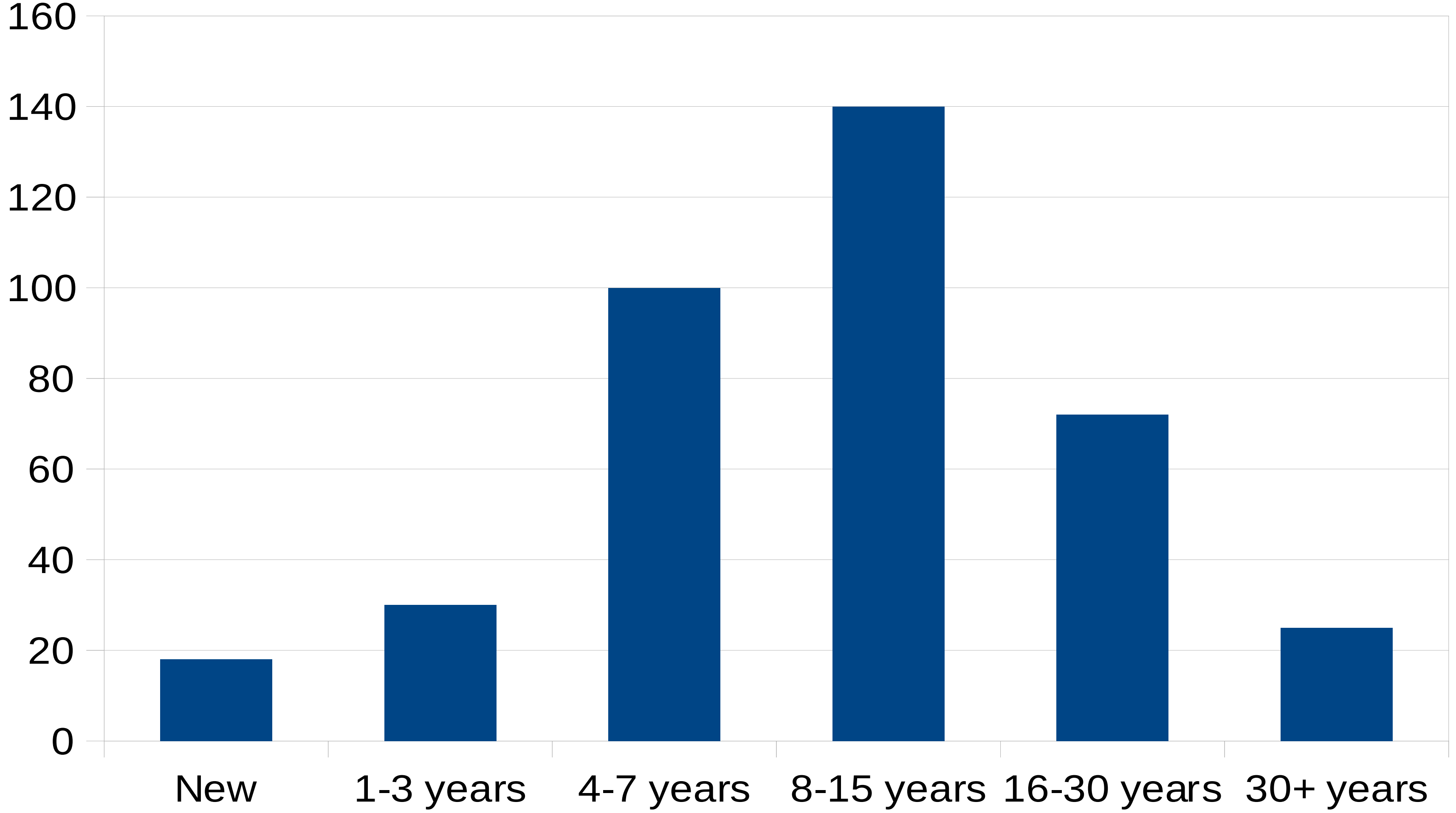
Sales by quarter



Sales by length (September to August)



Sales by age (September to August)



Total asking prices (September to August)

+17%

Total asking prices (September to August)

€3B

2014/15

€3.5B

2015/16

Average asking prices (September to August)

€7.8M

2014/15

€9M

2015/16

NEW ON THE MARKET

New yachts on the market (last 12 months)

277

Net increase in the sales fleet

BOAT

-112

Brokerage Market Summary

Another strong stable year

Purge of the “old” yachts

Demand higher than supply 3rd year in a row

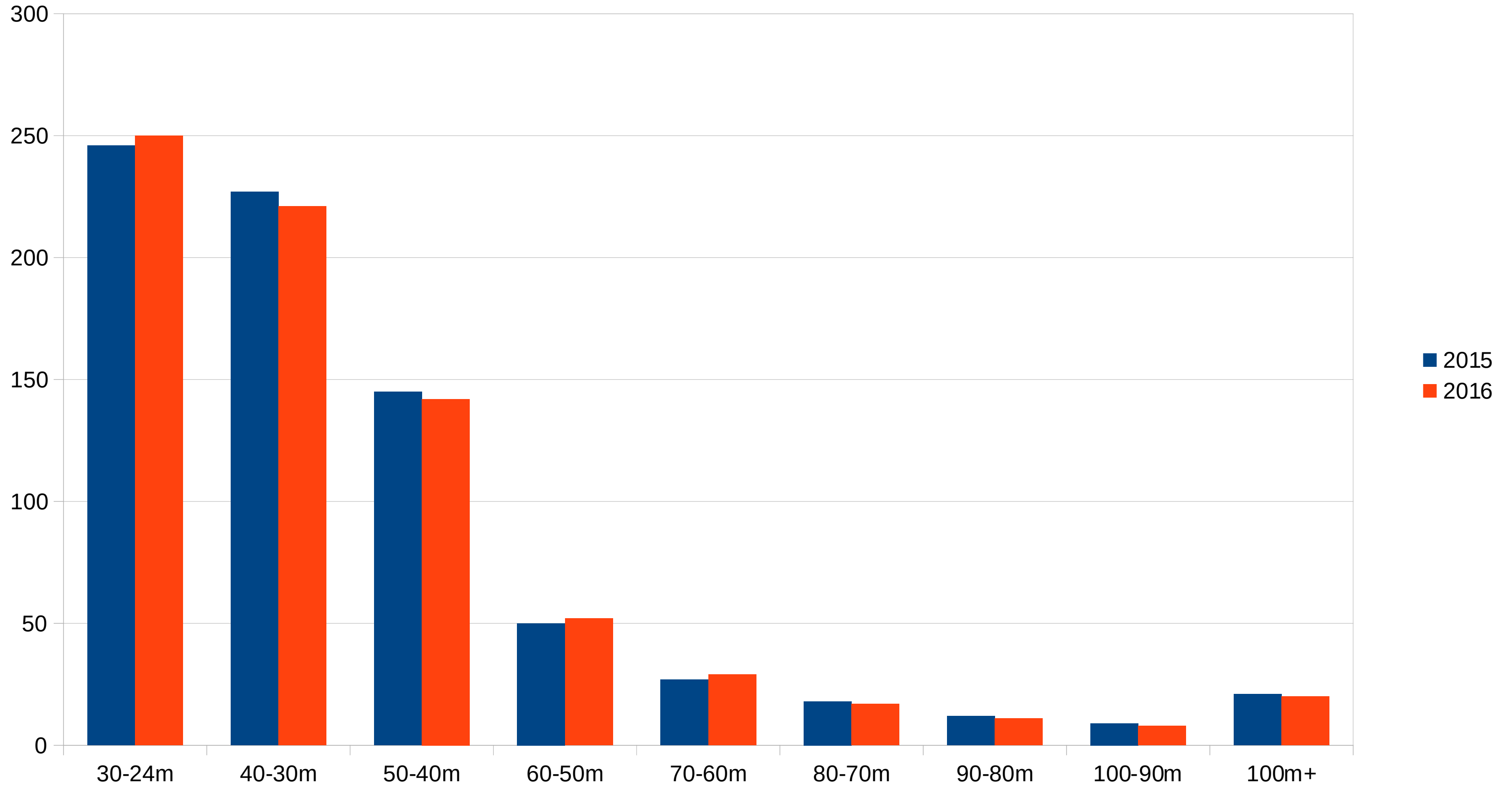
Price reductions are smaller

NEW CONSTRUCTION

Global Order Book

734	755	750+
September 2014	September 2015	September 2016

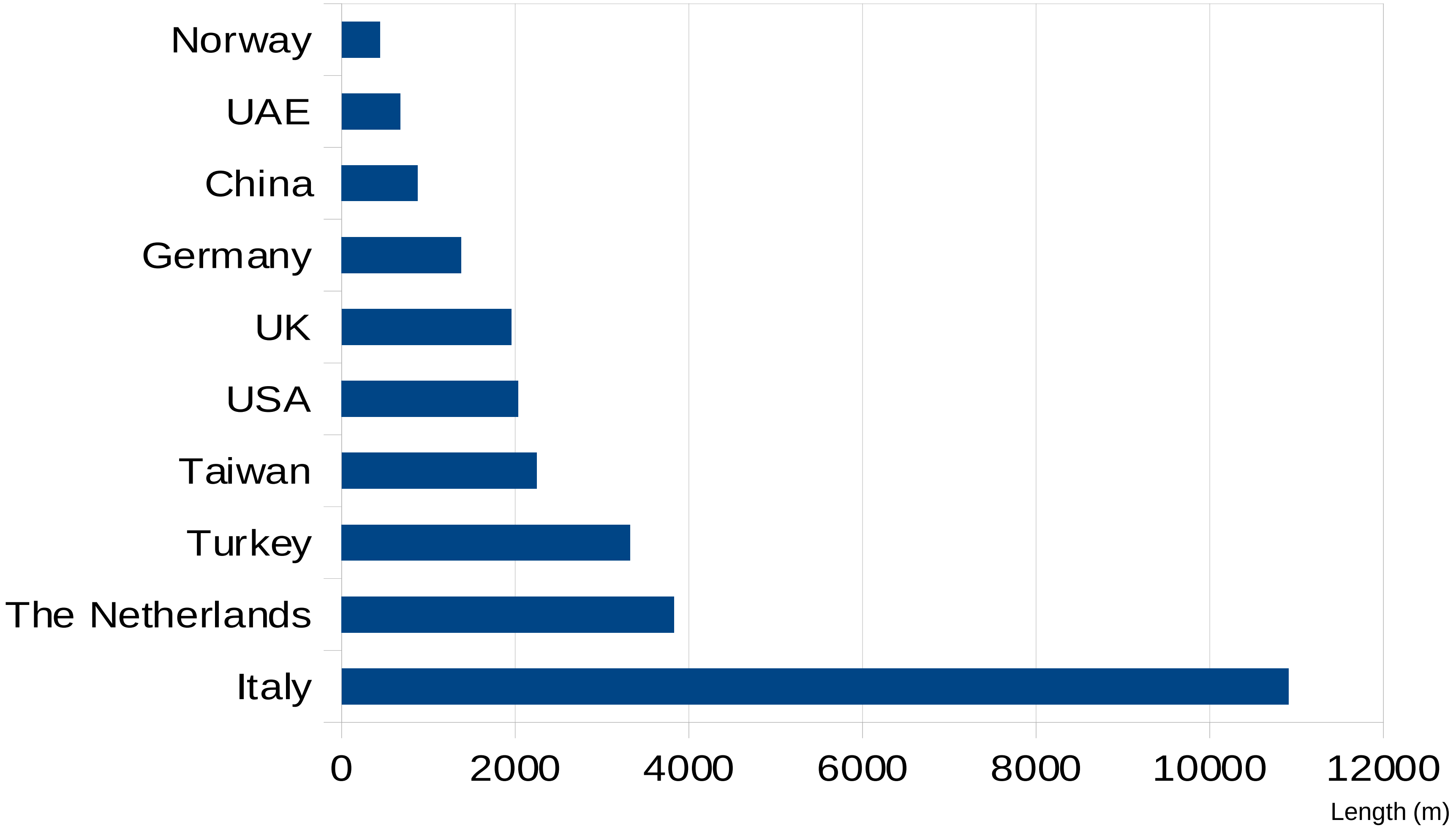
Order book by length



Yards building superyachts

205

Order book – top countries



Year-on-year comparison (new construction)

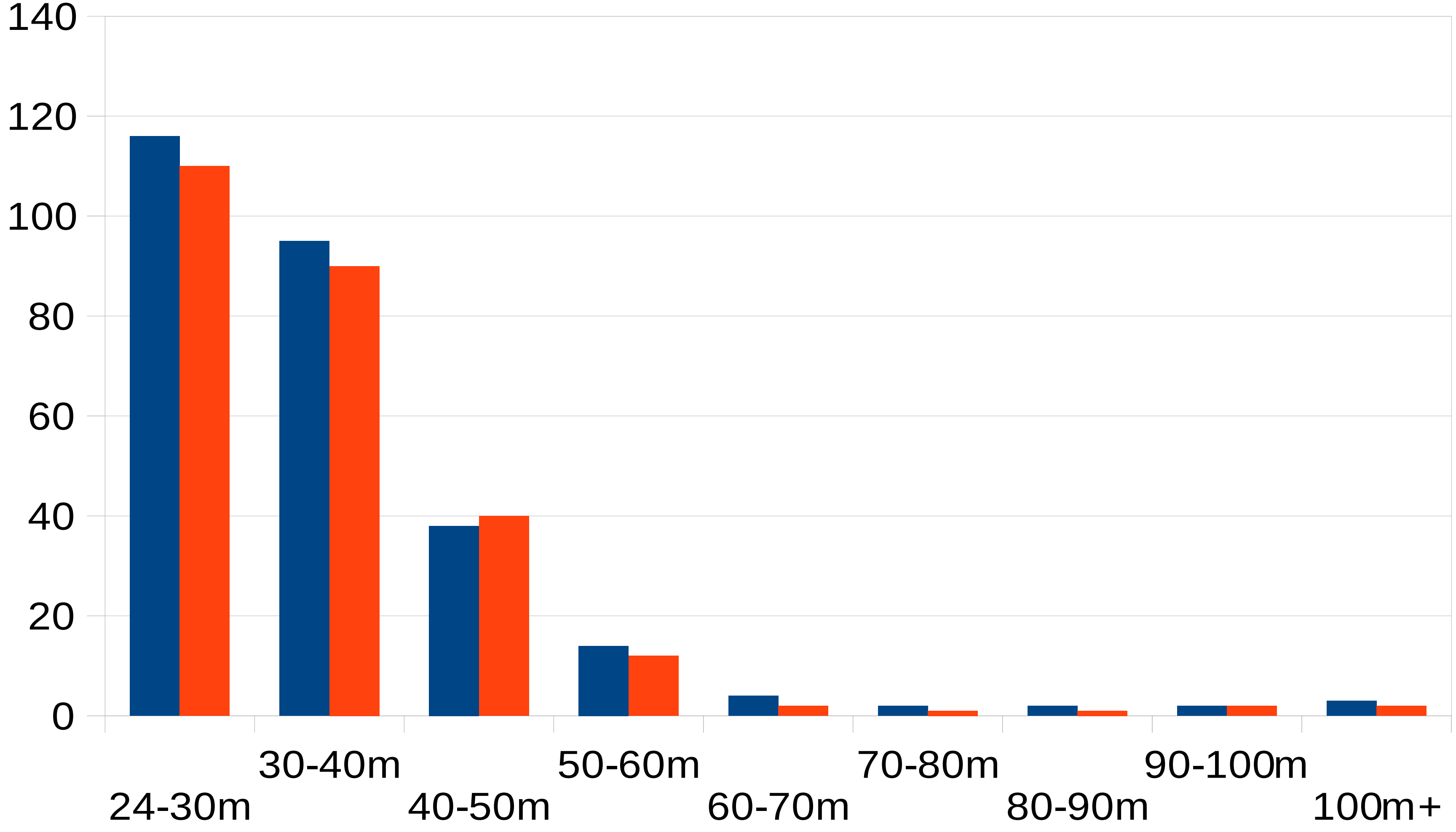
276

2014/15

260+

2015/16

New constructions by length



LAUNCHES

Year-on-year comparison

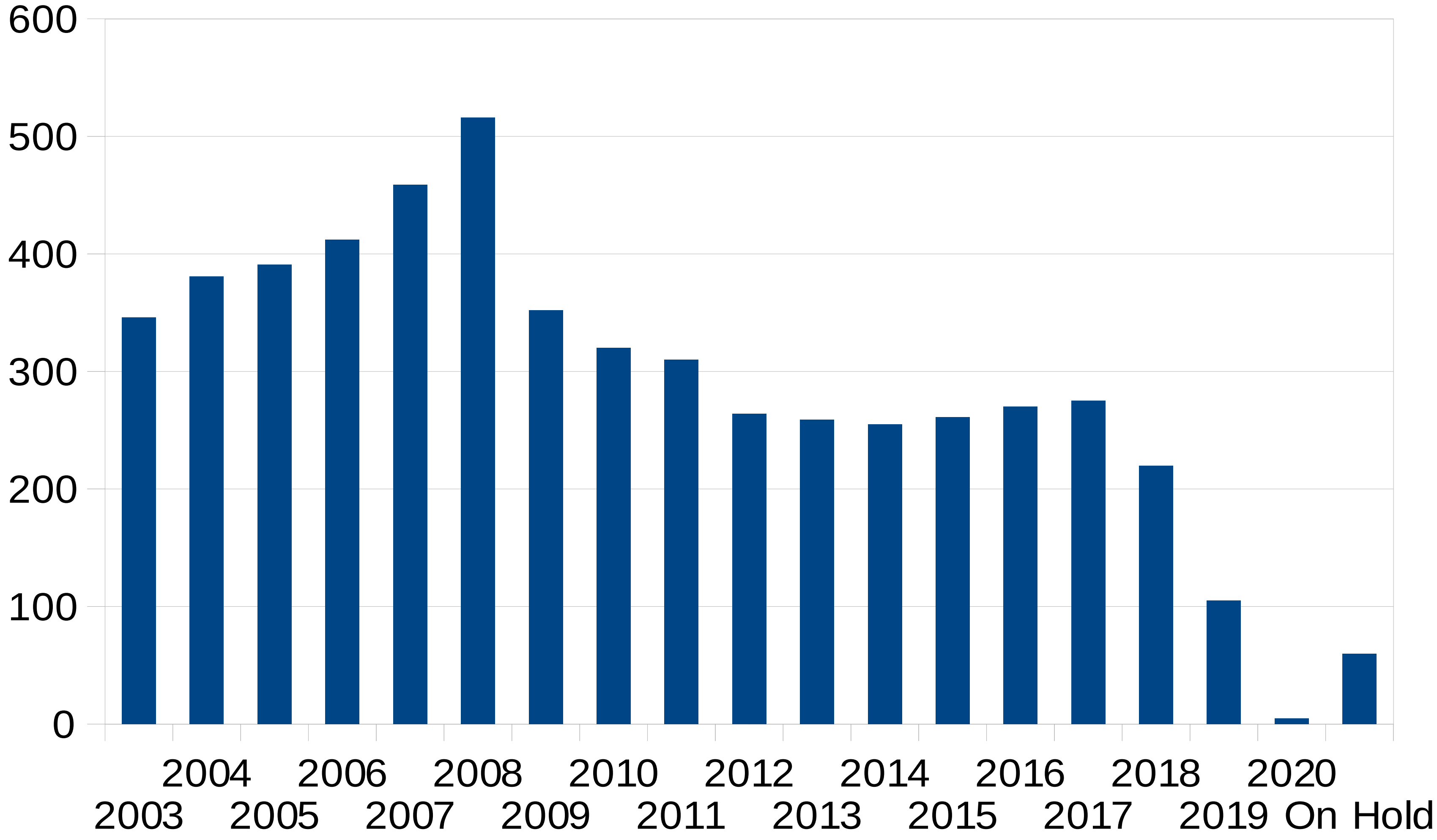
261

2014/15

264

2015/16

Past and future launches



Summary

- Increase in new models from shipyards
- Stability in the new construction, no euphoria
- Already seen last year, smaller semi-custom series orders back to a higher level, especially series just below 24m
- Pedigree yards have healthy order books again

www.boatinternational.com/stats