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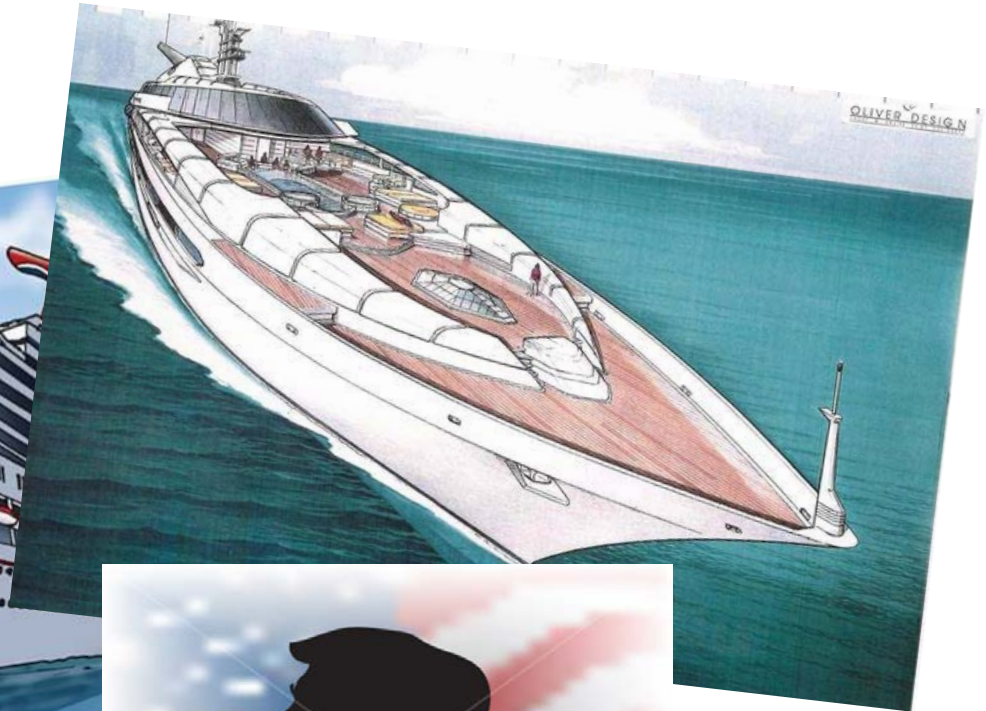
Date 26 September 2017

WHERE ARE THE CLIENTS COMING FROM (these days)?

10th Annual Superyacht Finance Forum
Tuesday, 26 September 2017
Café de Paris, Monte Carlo, Monaco

U.S. ... the main player

2013



2017



Europe still the main source ...





BRICS – lead to a lot of expectation in 2008 but nothing much came out of it



Brazil is struggling due to the political instability



Russia - has been missing from action but seems to be coming back Is this so?



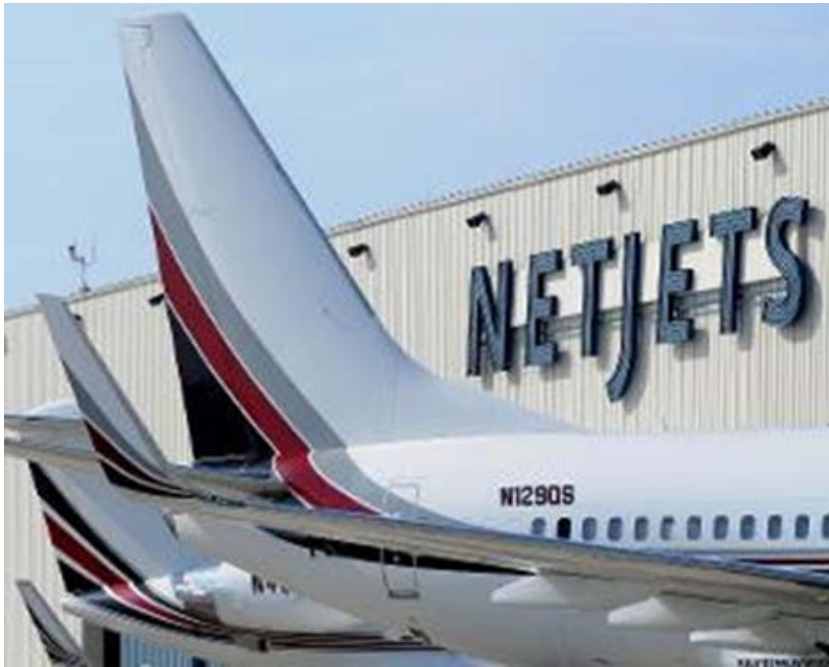
India, China, South East Asia
yielding some clients ... but only a trickle



What should we expect in the years ahead....

- will the charter market introduce new clients?
- we need to look at other luxury industries
- we need to look at other business models

Looking at the Business Aviation Industry



.... Need of new business models to attract new clients



.... and AIRBNB



Thank you

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