

DATA AND TRENDS PAST 12 MONTHS

Marine Money Superyacht Finance Forum 2018

Sam Tucker

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WHAT IS VESSELSVALUE



ESTABLISHED

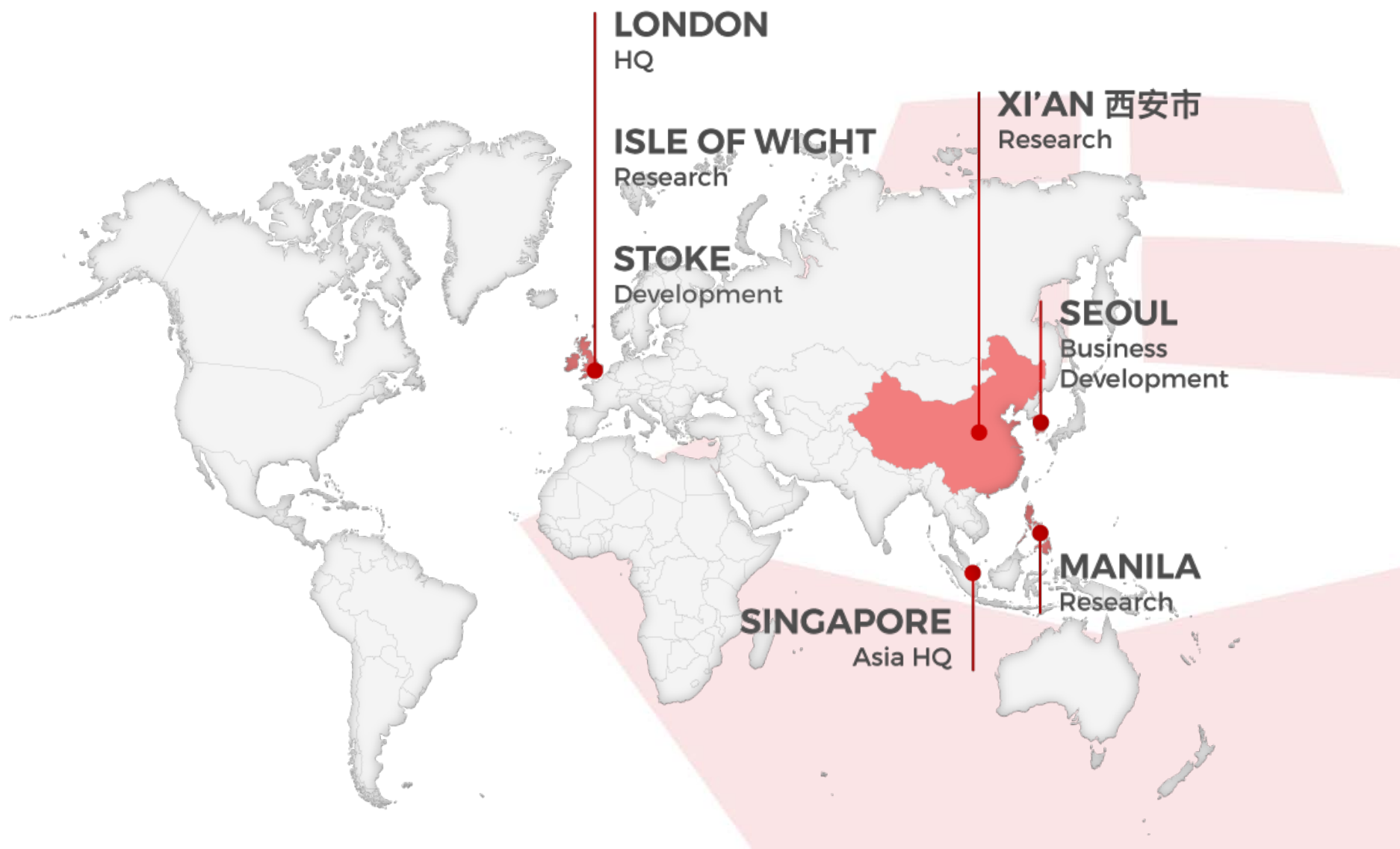
2010

7 OFFICES

Worldwide

PEOPLE

150+



WHAT I WILL BE TALKING ABOUT



- What's happened over the past 12 months? – Market & VV
- What trends can we identify utilising VV data?
- Feedback received and what we have learnt?
- What's next?

EXCELLENCE V



EXCELLENCE V

Excellence V

Type SUPERYACHT (Motor / Mega) GT 1,632 LOA 60.90 BLT May 2012/2017 Abeking and Rasmussen  Age 6.39 years Status Live

 Chambers Herbert G.  United States of America

 ATARAXIA OFFSHORE LTD

Market Value 

Market Value 

Asking Price 

Asking Price 

Wed 19 Sep 2018 

Historical 

Excellence V



Zoom 1Y 2Y 5Y ALL

From Jan 1, 2017 To Sep 19, 2018



● Market Value ● Asking Price

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Market Value 

78.54^r USD

Market Value 

67.13 EUR

Asking Price 

75.00 EUR

Asking Price 

87.75 USD



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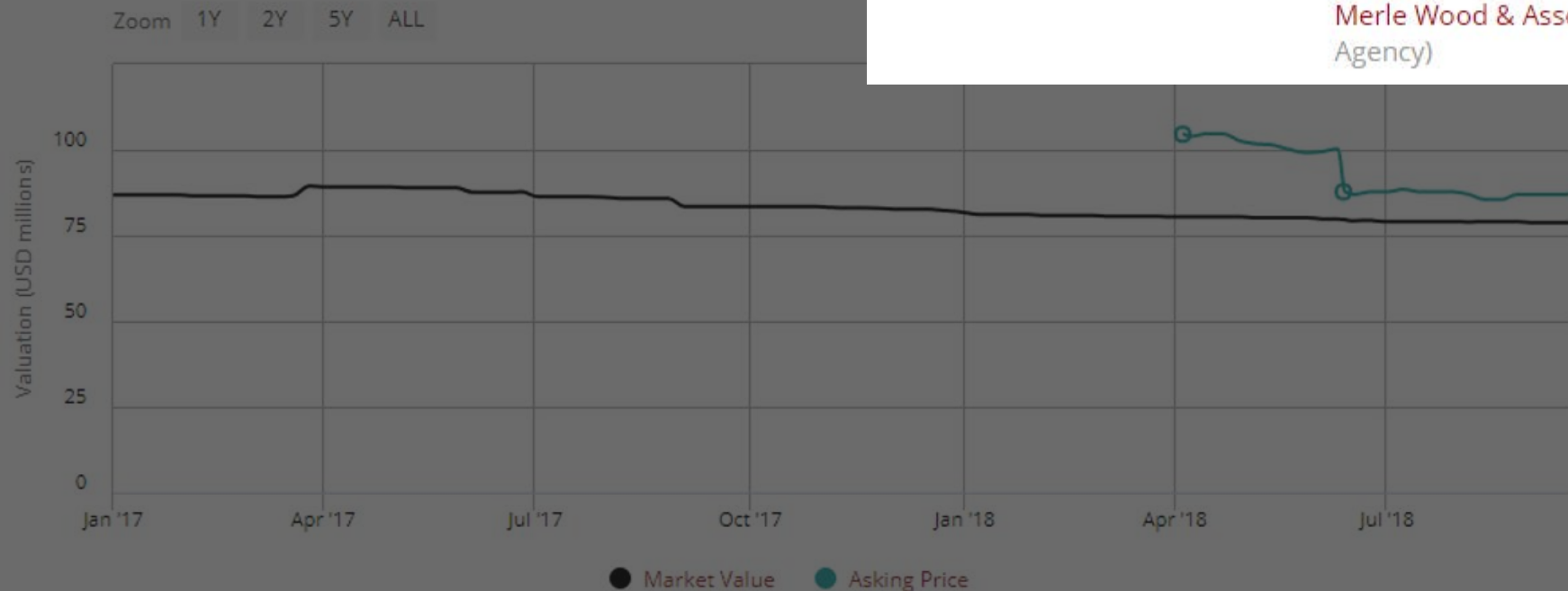
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13 Jun 2018 (103/172 days total)

Burgess (Central Agency)

Merle Wood & Associates (Central Agency)



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MYS FLEET 2018



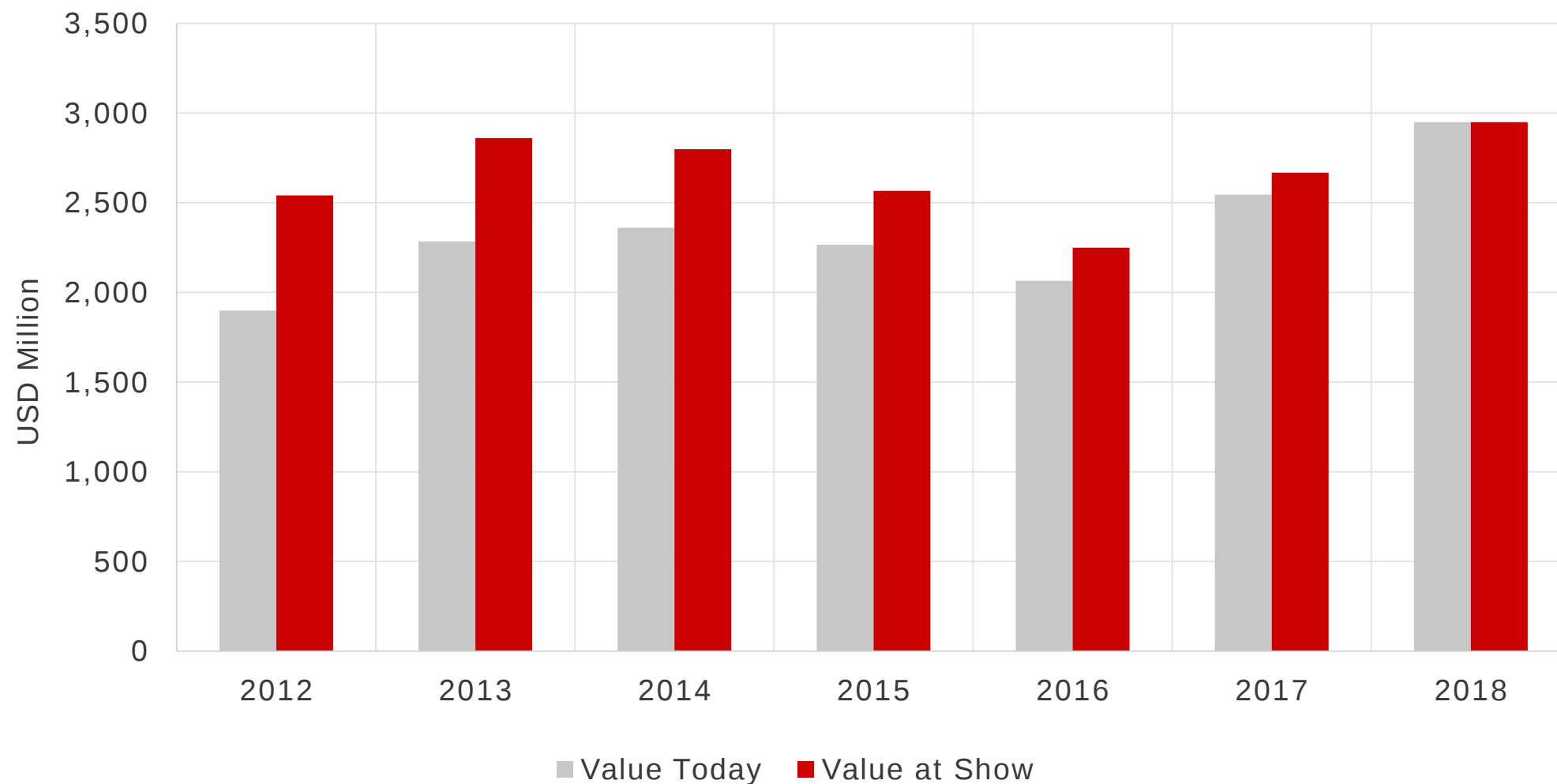
MYS 2018 FLEET

Vessel Name	Status	Type	Size	Size Alt	Build Year	Build Month	Age	 Builder	 Company
Illusion Plus	Live	SUPERYACHT (Motor / Mega)	3,642 GT	89 LOA	2018	Aug	0.12	 Pride Mega Yachts	 Undisclosed
Dar	Live	SUPERYACHT (Motor / Mega)	2,999 GT	90 LOA	2018	Jul	0.22	 Oceanco	 Manasir Ziad
Barbara	Live	SUPERYACHT (Motor / Mega)	2,984 GT	89 LOA	2017	Feb	1.64	 Oceanco	 Potanin Vladimir
Aquarius	Live	SUPERYACHT (Motor / Mega)	2,856 GT	92 LOA	2016	Nov	1.86	 Feadship	 Wynn Steve
Kismet	Live	SUPERYACHT (Motor / Mega)	2,700 GT	95 LOA	2014	Oct	3.98	 Lurssen	 Khan Shahid
Cloud 9	Live	SUPERYACHT (Motor / Mega)	2,218 GT	74 LOA	2017	May	1.39	 CRN Yachts	 Blundy Brett
Boadicea	Live	SUPERYACHT (Motor / Mega)	2,191 GT	77 LOA	1999		19.73	 Amels	 Volpi Gabriele
Elandess	Live	SUPERYACHT (Motor / Mega)	2,059 GT	75 LOA	2018	Jun	0.24	 Abeking and Rasmussen	 Dorfman Lloyd
Go	Live	SUPERYACHT (Motor / Mega)	1,952 GT	77 LOA	2018	Jun	0.28	 Turquoise Yachts	 Undisclosed
Saint Nicolas	Live	SUPERYACHT (Motor / Mega)	1,938 GT	70 LOA	2007		11.73	 Lurssen	 Anisimov Vasily
Air	Live	SUPERYACHT (Motor / Mega)	1,893 GT	81 LOA	2011		7.73	 Feadship	 Perfetti Augusto
Excellence V	Live	SUPERYACHT (Motor / Mega)	1,632 GT	61 LOA	2012	May	6.40	 Abeking and Rasmussen	 Chambers Herbert G.
Solo	Launched	SUPERYACHT (Motor / Mega)	1,600 GT	72 LOA	2018	Nov	-0.10	 Tankoa	 Undisclosed
Sycara V	Live	SUPERYACHT (Motor / Mega)	1,566 GT	68 LOA	2010		8.73	 Werft Nobiskrug	 Undisclosed
Anna I	Live	SUPERYACHT (Motor / Mega)	1,549 GT	67 LOA	2007	Apr	11.48	 Feadship	 Rybolovlev Dmitry
Spectre	On Order	SUPERYACHT (Motor / Mega)	1,400 GT	69 LOA	2018	Oct	-0.02	 Cantieri Benetti	 Staluppi John
Lady Kathryn V	Live	SUPERYACHT (Motor / Mega)	1,203 GT	62 LOA	2011		7.73	 Lurssen	 Vecellio Leo
11 11	Live	SUPERYACHT (Motor / Mega)	1,160 GT	63 LOA	2015	Aug	3.15	 Cantieri Benetti	 Undisclosed
Apogee	Live	SUPERYACHT (Motor / Mega)	1,126 GT	63 LOA	2003		15.73	 Cantieri Navali Codecas	 Deason Darwin
Elysian	Live	SUPERYACHT (Motor / Mega)	1,090 GT	60 LOA	2009		9.73	 Abeking and Rasmussen	 Undisclosed
Iman	Live	SUPERYACHT (Motor / Mega)	996 GT	59 LOA	2008	Jun	10.27	 Cantieri Benetti	 Undisclosed

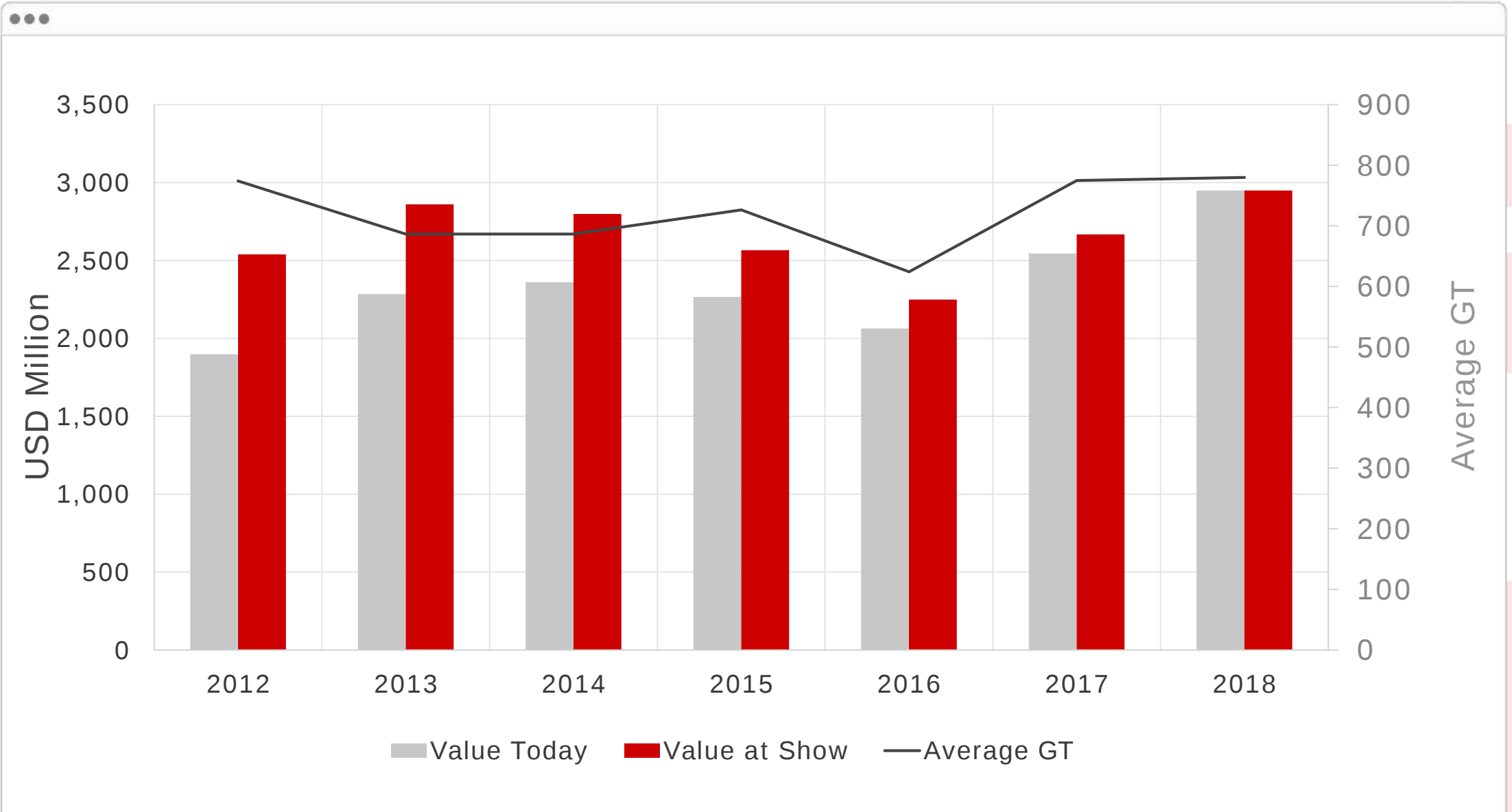
MYS 2018 FLEET VALUE

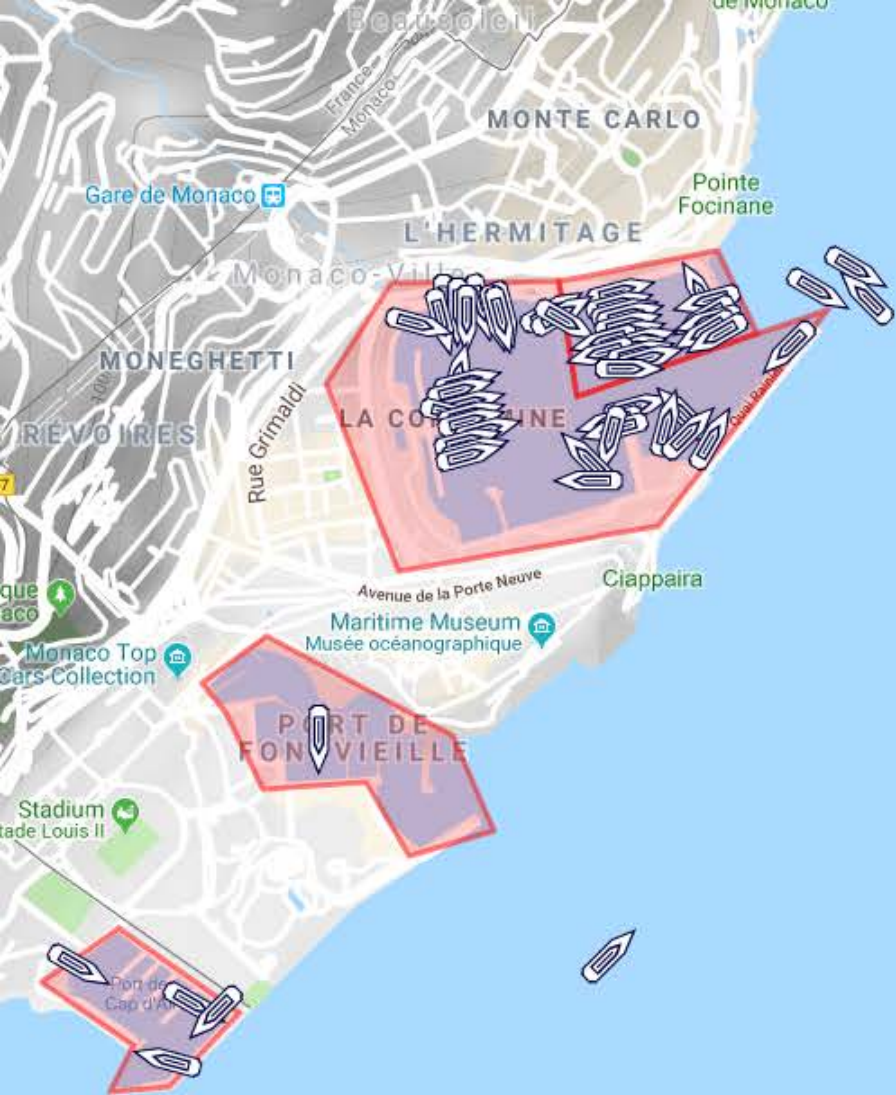


MYS FLEET VALUE



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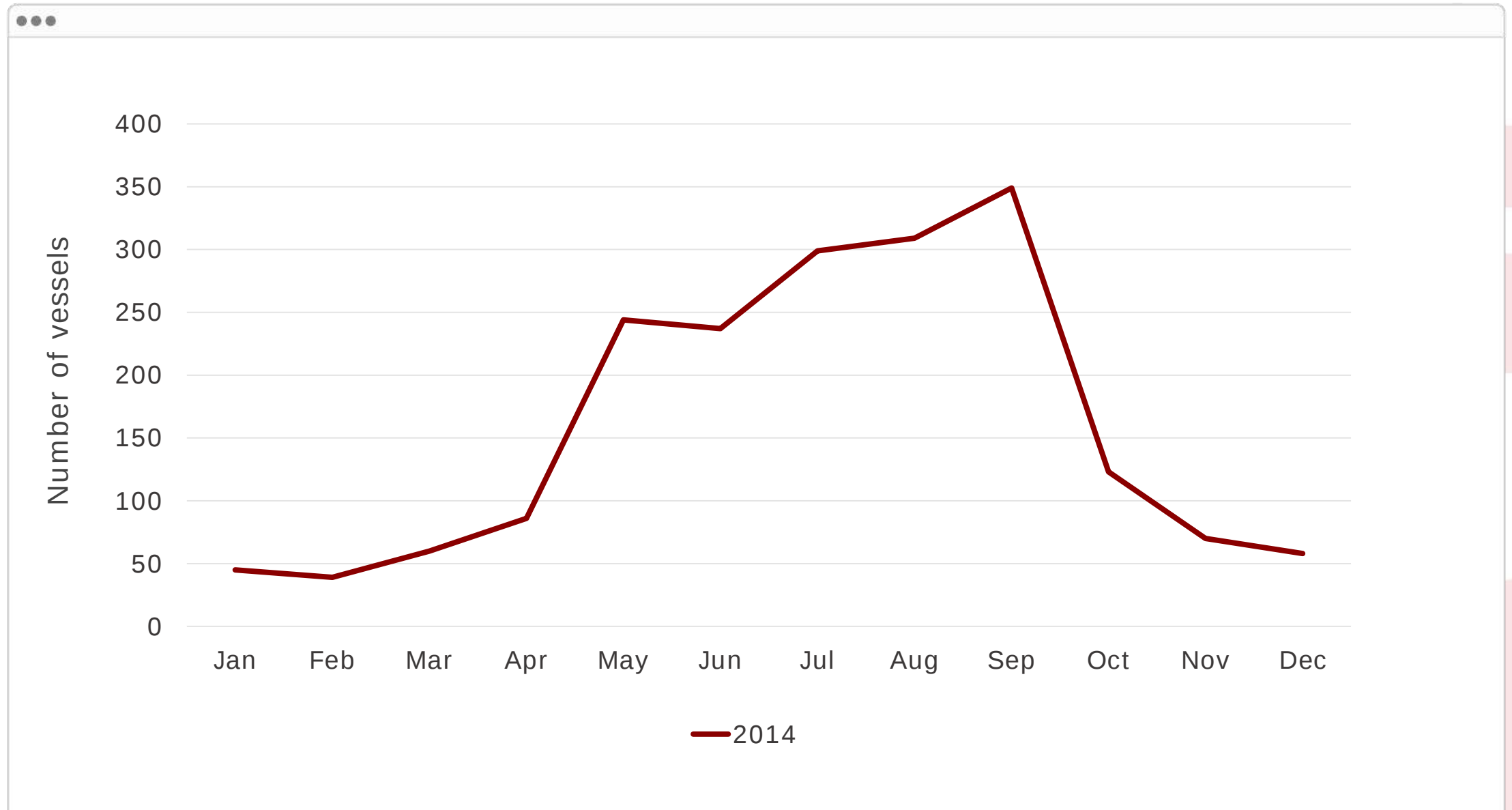




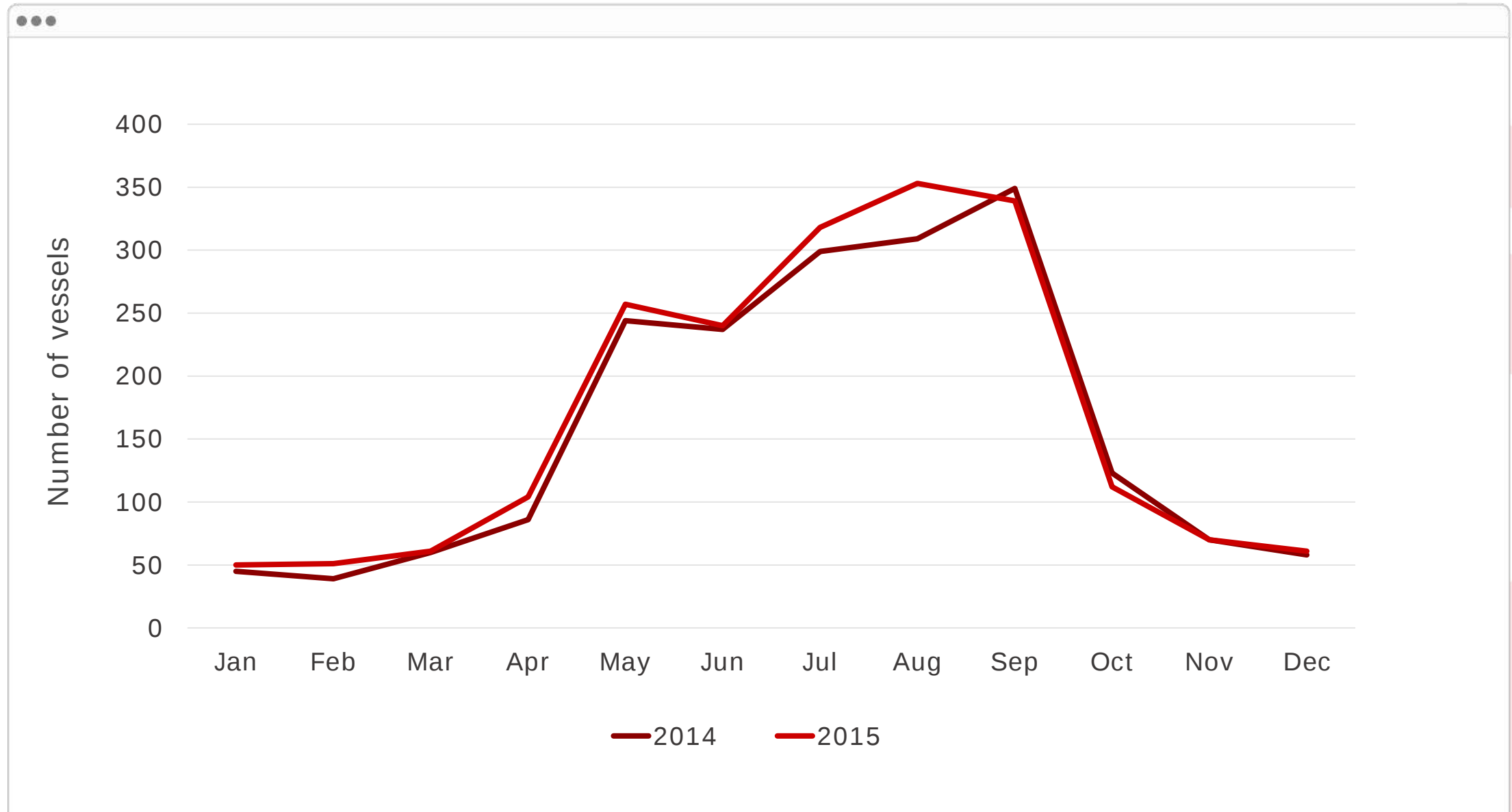
DESTINATION: MONACO



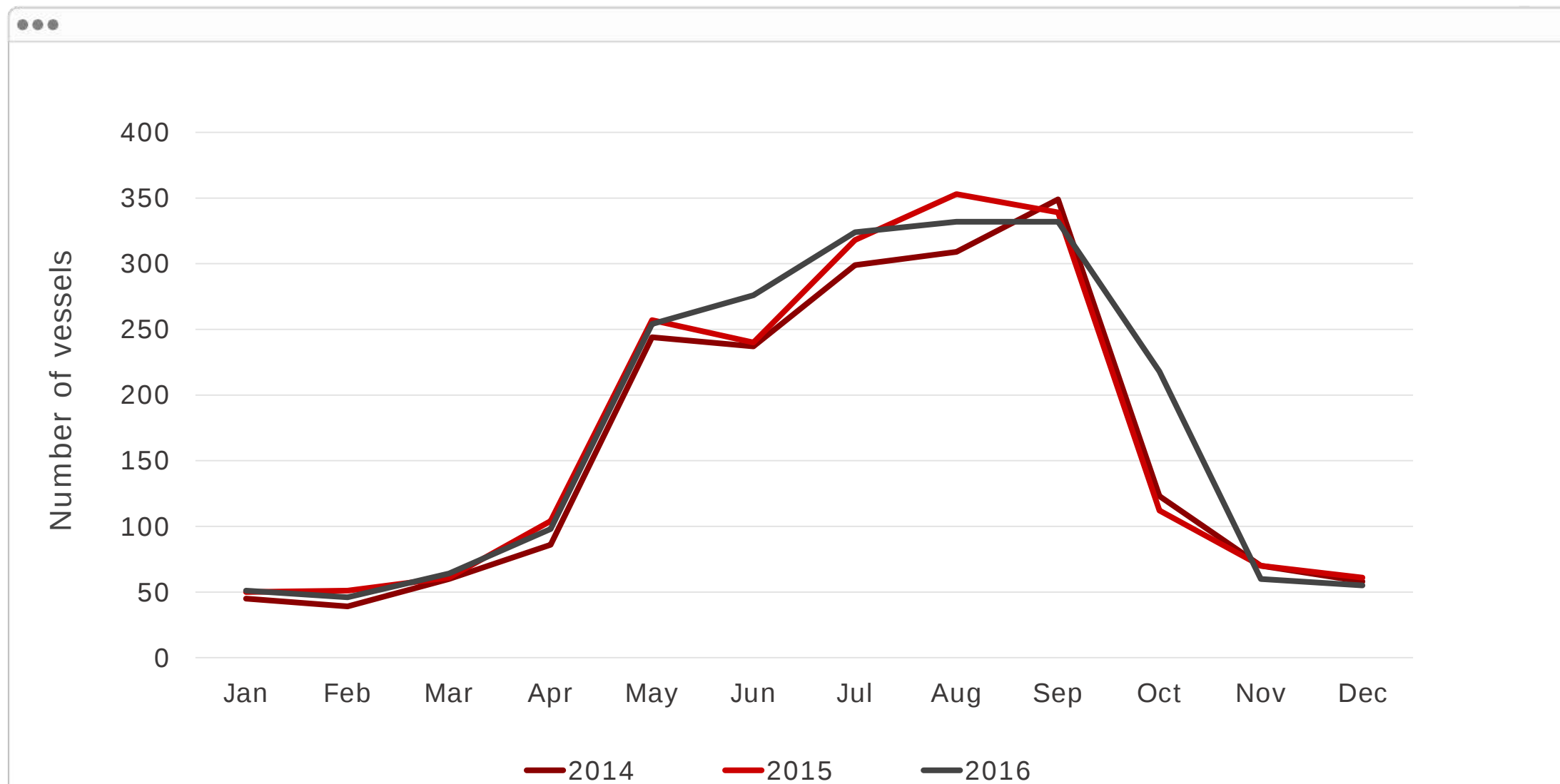
YACHTS SIGNALLING FROM MONACO



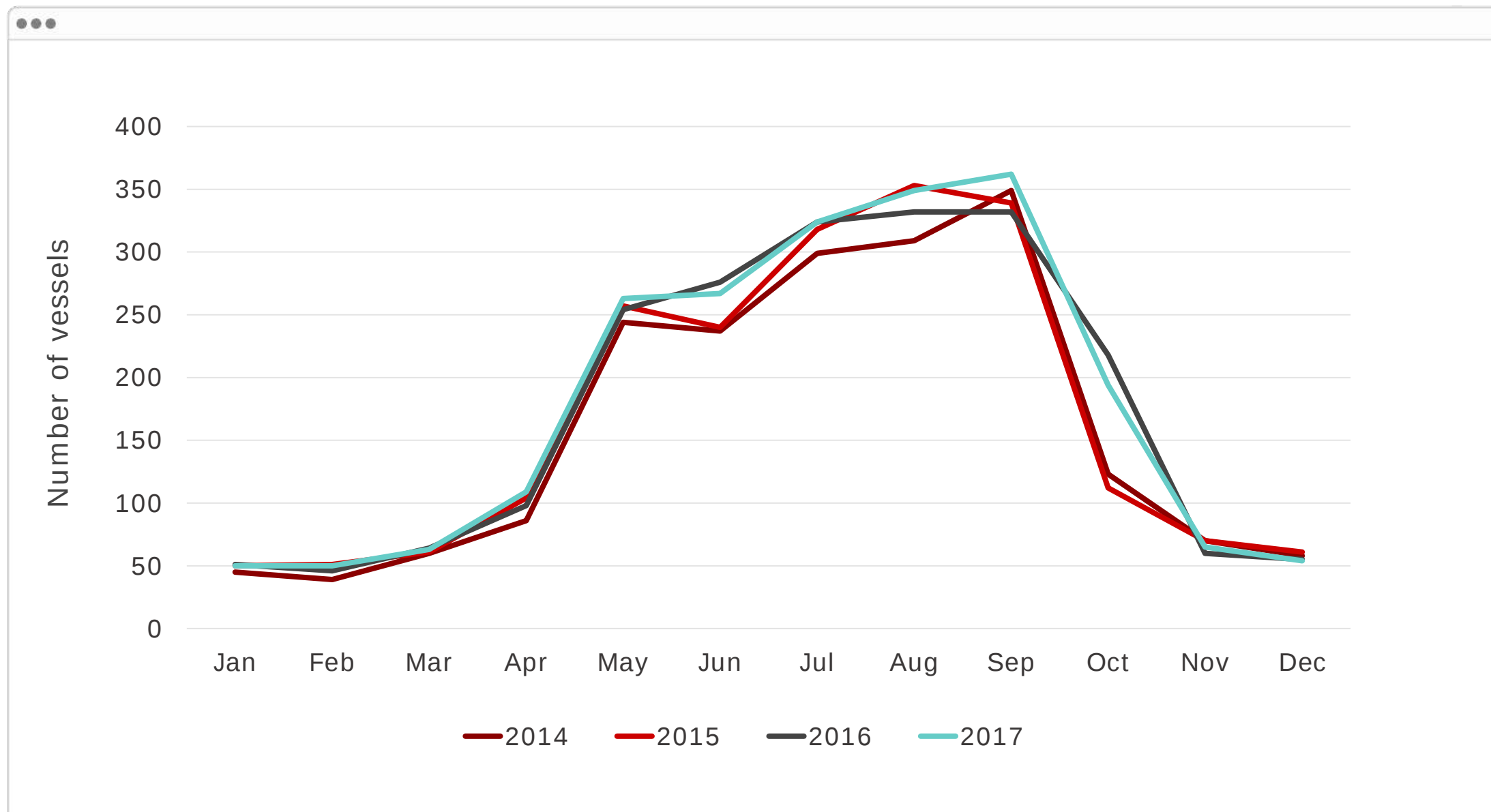
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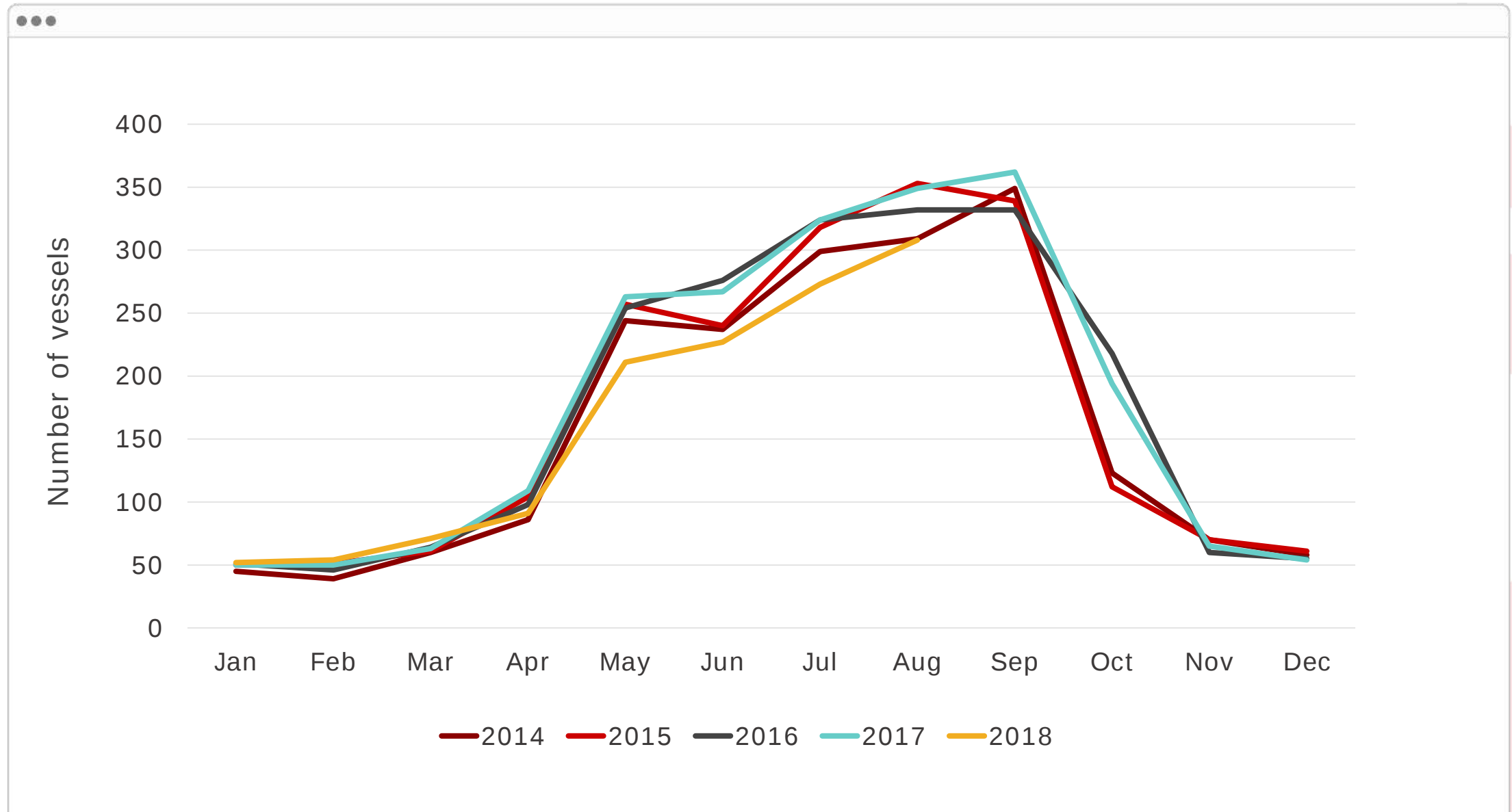
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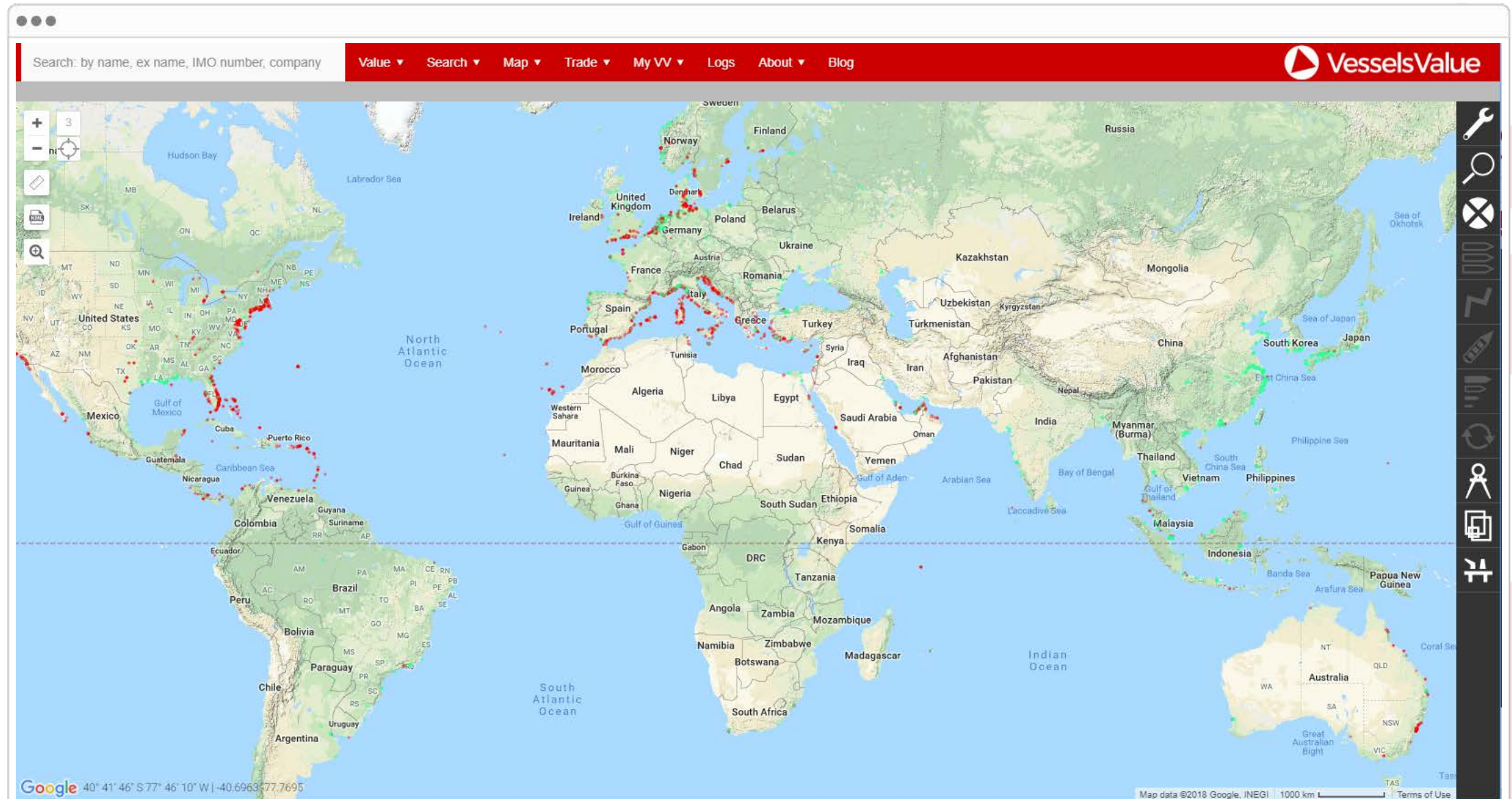
YACHTS SIGNALLING FROM MONACO



YACHTS SIGNALLING FROM MONACO



GLOBAL MARINAS & SHIP YARDS





NEXT 12 MONTHS

- Improved and finalise our valuation algorithm
- Refit analysis & its effect on values (AIS & research)
- Different values i.e. discounted cash flow

DCF

DCF Value \$ⁱ 27,341,840

Average Charter Rate \$pdⁱ 19,162

Assumptions

Vessel

Nameⁱ Aquaproud

IMOⁱ 9538402

Ship typeⁱ CAPESIZE BC

Index typeⁱ CAPESIZE

Size DWTⁱ 178,100

Built dateⁱ 01 May 2009 

Valuation dateⁱ 24 Sep 2018

Age at valuationⁱ 9.400

Vessel lifeⁱ 25

Remaining useful lifeⁱ 15.600

Stop dateⁱ 01 May 2034 

Discount rate paⁱ 9.332%

Revenue

Charter rate forⁱ Vessel ▾

Short-term charter rate \$pdⁱ 20,128 

Long-term charter rate \$pdⁱ 21,383 

Transition from short to long-termⁱ 3 years ▾

Charter reduction for age paⁱ 1.75%

Inflation rate for charter paⁱ 0.50%

Commission and fees paⁱ 3.75%

Other fees \$pdⁱ 0

Working days paⁱ 350

Expenditure

Charter methodⁱ Time charter ▾

OPEX and survey costs forⁱ Vessel ▾

Current OPEX \$pdⁱ 7,140

OPEX increase for age paⁱ 0.25%

Inflation rate for expenditure paⁱ 2.00%

Amortise survey costsⁱ No ▾

Residual

LDT mtⁱ 24,934

Scrap price \$pltⁱ 386.74 

Inflation rate for scrap paⁱ 2.00%

Demolition commissionⁱ 4.00%

FEEDBACK

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- Superyachts are works of art, and they shouldn't be turned into a commodity.
- Shouldn't you be called 'Vessels Estimate'?
- A model can never replace a human – brokers and surveyors will always be needed.
- This yacht has a golden toilet seat – does your model take this into account?

**THANK YOU
FOR LISTENING**



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