



Yachting Experts since 1782

The global leader in all luxury yachting activities, specializing in the sale, purchase, charter, marketing, management and construction of the finest yachts in the world.

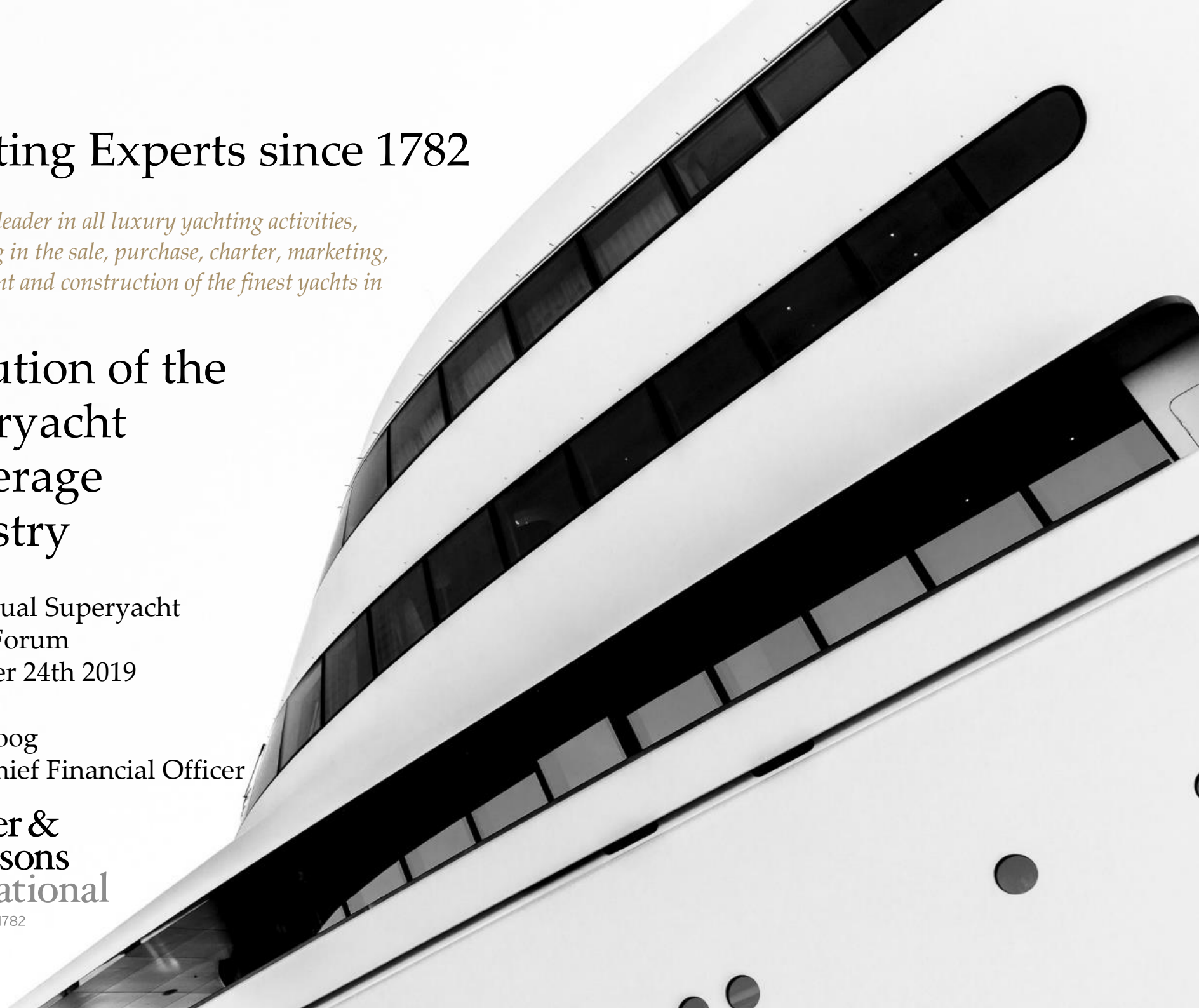
Evolution of the Superyacht Brokerage Industry

12th Annual Superyacht
Finance Forum
September 24th 2019

Jenny Skoog
Group Chief Financial Officer

Camper &
Nicholsons
International

YACHTING SINCE 1782



Evolution of the Superyacht Brokerage Industry

Stormy Times



2003-2007
Smooth Sailing

2008-2012
Downturn

2013-2017
New Reality

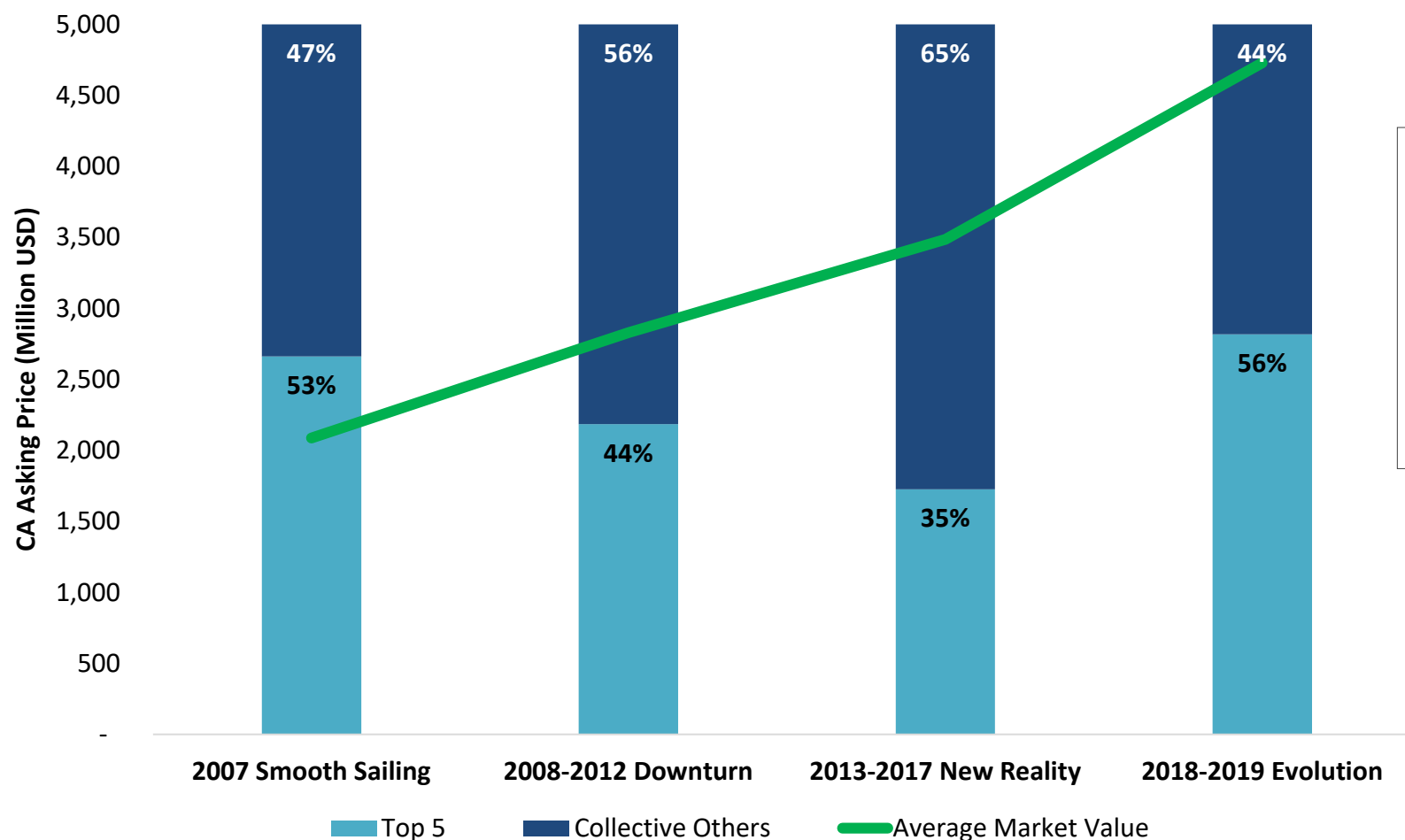
2018-2019
Evolution

C&N

Evolution of the Superyacht Brokerage Industry

The Sales Segment

Central Agency Sales (24m+) - Market Share



SOLD Jan-Aug 2019

253

Motor 227
Sail 26

\$3 billion

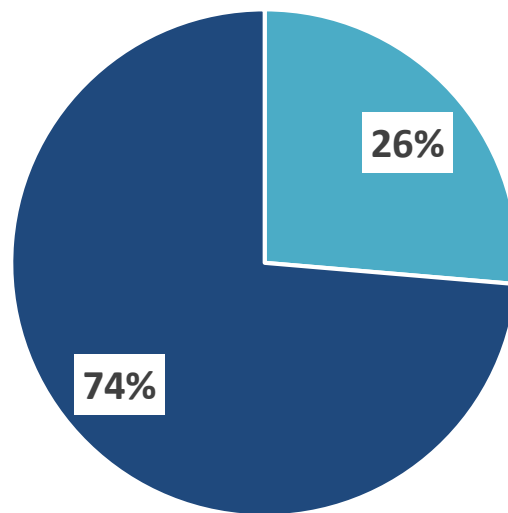
Source: Camper & Nicholsons International Market Intelligence.

Evolution of the Superyacht Brokerage Industry

The Charter Segment

2018-2019 Evolution

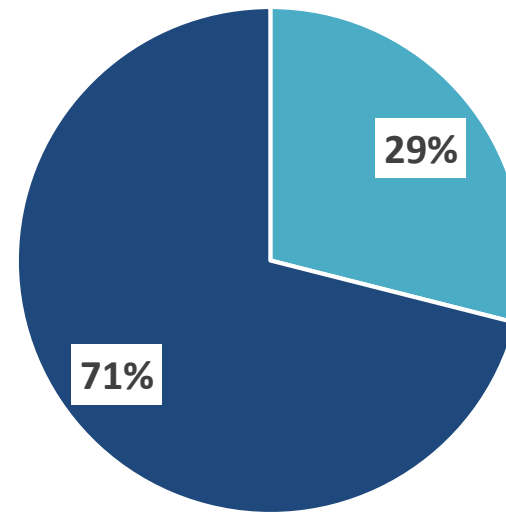
September 2018



■ Top 5 ■ Collective others

Total
974
Charter Yachts

September 2019



■ Top 5 ■ Collective others

Total
1154
Charter Yachts

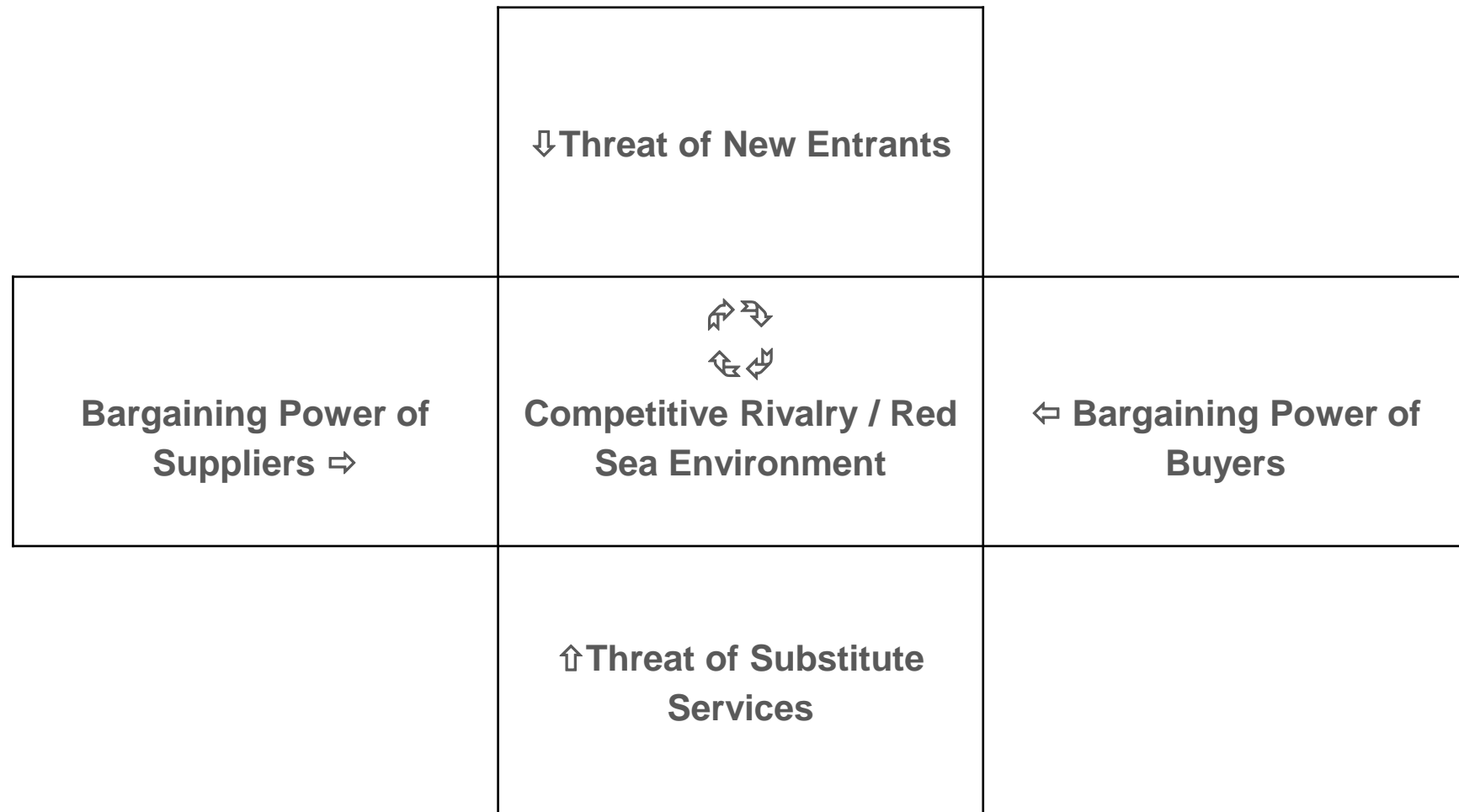
Central Agency
Fleet

+18%

Source: Yachtfolio.

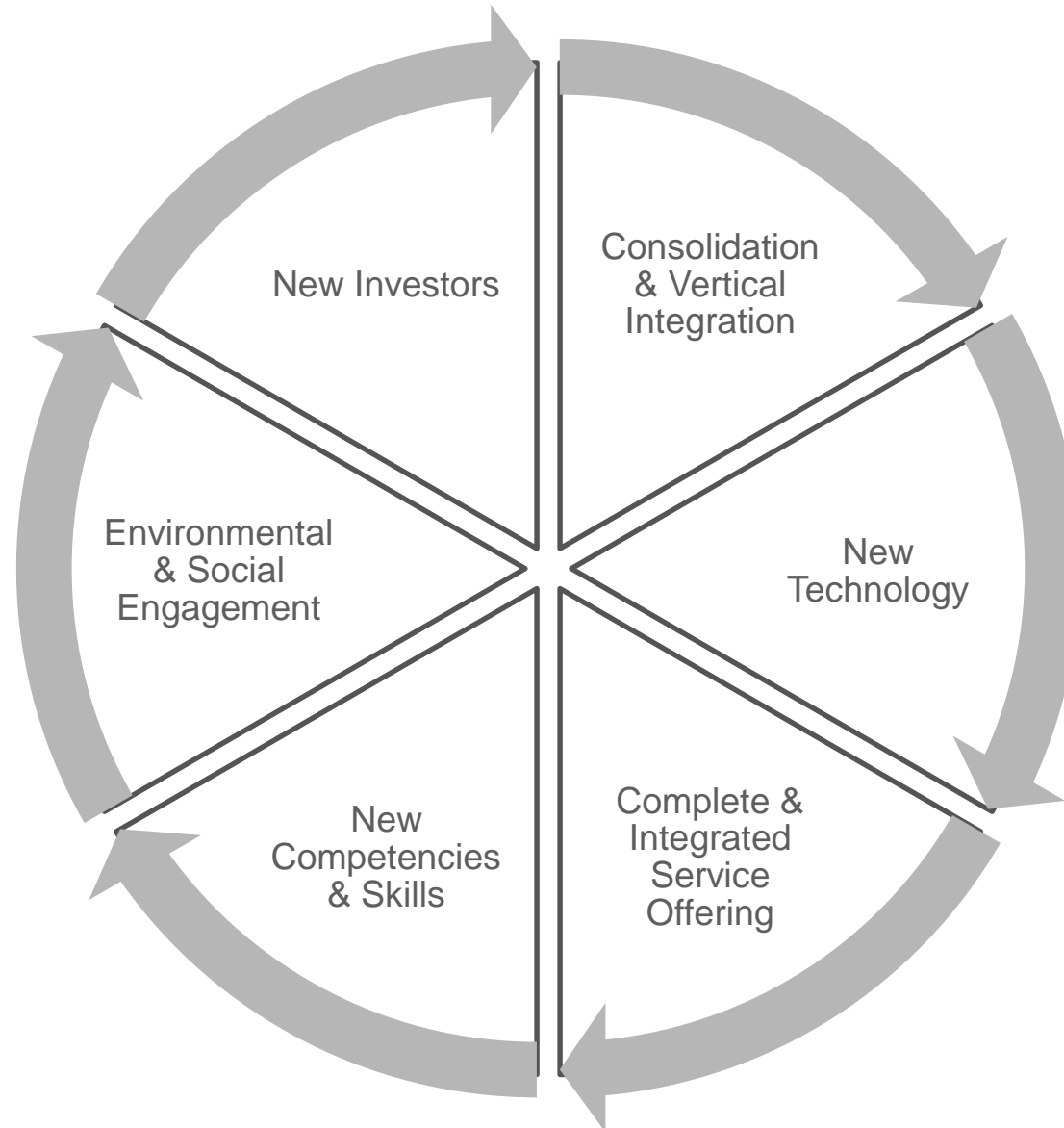
Evolution of the Superyacht Brokerage Industry

New Reality





Evolution of the Superyacht Brokerage Industry

Evolution



"It is not the strongest of the species that survives, nor the most intelligent but the one most responsive to change."

Charles Darwin, 1809



*If you want to go fast, go alone.
If you want to go far, go together.*

Contact

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