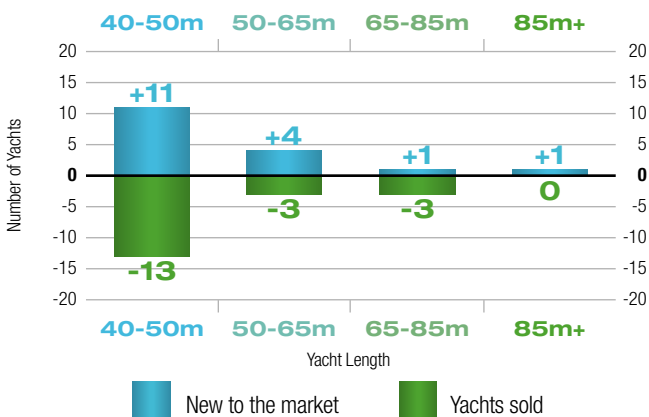


MARKET MOVEMENT - Q2

The second quarter of 2013 has seen 17 new yachts to market in the 40m+ sector, 51 price reductions and 19 yachts sold. For the first time in a while, the number of yachts sold has outpaced those coming to market.

- The number of new yachts brought to market in Q2 is less than this time last year, 17 versus 20, with only 1 new yacht added to the 65-85m sector. Notable new yachts to market are the magnificent 75m OCEAN VICTORY and the well maintained 50m Feadship DÉJÀ VU. The 40-50m sector of the market is still the busiest sector with a reasonable turnover of inventory.



- This quarter has also seen 3 sales in the 65-85m sector of the market including the largest yacht sold this year, LONE RANGER, with Burgess representing the buyer. This is positive news as there was only 1 new yacht brought to market in this larger size range. It was very encouraging to see more yachts being sold this quarter than those coming on for sale. There is the general feeling that the best priced yachts are really starting to sell and this is now clearing some of the backlog of inventory on the market.

NOTABLE NEW YACHTS TO MARKET



OCEAN VICTORY

75m Feadship De Vries, 2009

This high volume, pedigree yacht is now on the market for the very first time.

EUR 135,000,000



DÉJÀ VU

50m Feadship Royal Van Lent, 2000

A stunning yacht, lovingly maintained and recently repainted.

USD 35,900,000



BIG STAR

50m McMullen & Wing, 2015

BIG STAR is now ready for a new owner to put their mark on this started project.

USD 30,000,000

KEY YACHTS SOLD



LONE RANGER

77m Schichau-Unterwasser, 1973

USD 14,000,000



GALACTICA STAR

65m Heesen Shipyards BV, 2013

EUR 66,000,000



SEA BOWLD

53m Oceanfast Pty, 2004

USD 8,995,000

2013 QUARTERLY

Q1 **30**
Q2 **17**

47 YACHTS NEW TO MARKET

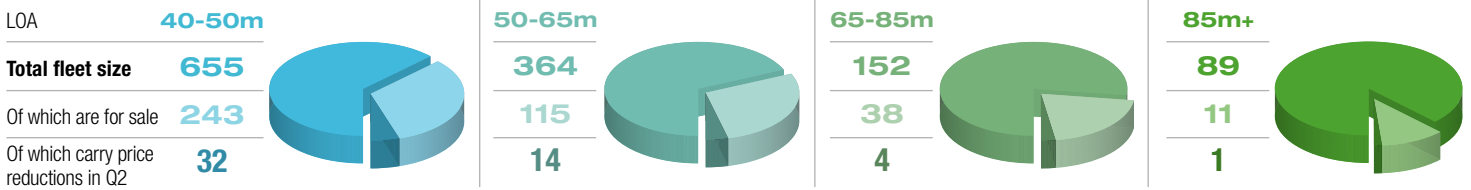
Q1 **77**
Q2 **51**

128 PRICE REDUCTIONS

Q1 **21**
Q2 **19**

40 YACHTS SOLD

MOTOR YACHT PRICE REDUCTIONS - Q2



There were 51 price reductions this quarter, a significant drop from Q1's 77 and a slight drop on this time last year with 52 yachts reduced in price.

- The 40-50m sector had 13% of its sales fleet reduced in price and the 50-65m sector had 12% reduced in price. The 65-85m followed closely with 10% being reduced. The 85m+ sector had 1 yacht reduced in price, ALEXANDER the 1965 122m Lubeck-Travemunde which was reduced by EUR 20,000,000 down to EUR 35,000,000.
- The market is seeing reasonable signs of activity, however price reductions and a willingness of sellers to be realistic regarding the value of their yachts are still the key ingredients to getting deals done. Yachts are selling below the asking prices at the moment, averaging out across the large yacht sector at approximately a 24% reduction, this is dependent on the age, type and general condition of the yacht.



SOKAR
63m Codecasa, 1990
Reduced by USD 5,000,000
USD 20,000,000

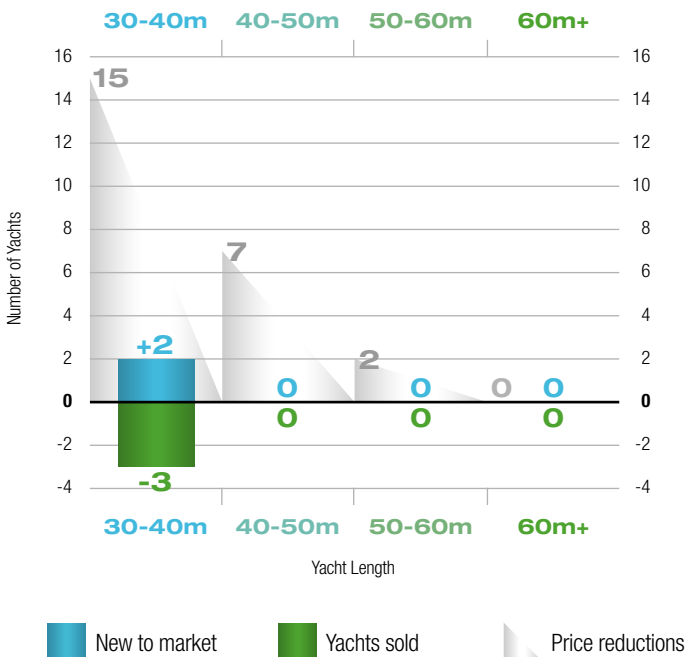


ULYSSES
59m Trinity Yachts, 2006
Reduced by USD 12,500,000
USD 36,500,000



GALAXY
56m Benetti, 2005
Reduced by EUR 3,250,000
EUR 24,750,000

SAILING YACHTS - Q2



BLISS
36m Yachting Developments, 2010
Designed by Dubois, BLISS is one of the few sporty composite sailing yachts on the market today.
EUR 11,900,000



ANDROMEDA LA DEA
47m Perini Navi SpA, 1990
Reduced by EUR 3,450,000
EUR 10,500,000

The sailing yacht market is now starting to see a gradual return of buyers, however, the very passionate owners are currently still reluctant to meet the price orientated market. There has never been a better time to be looking to buy as there is a wide selection of yachts available and the brokerage market is offering some very good deals. In the new build market, the larger end is seeing a reasonable amount of activity, however the mid to lower size ranges are struggling to compete with what the brokerage market has to offer.