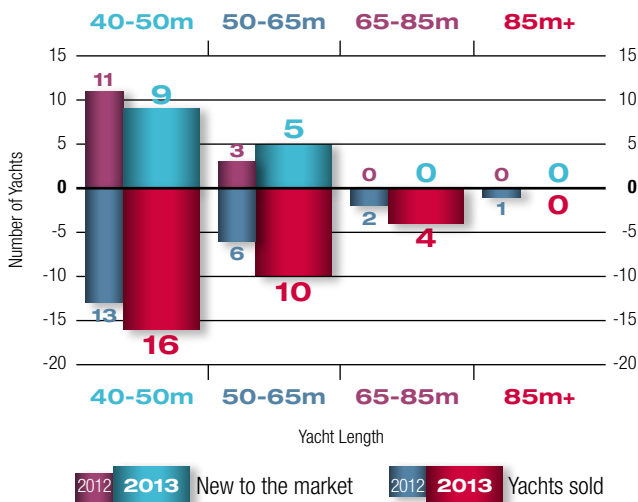


MARKET MOVEMENTS - Q4

The fourth quarter of 2013 finished strongly with a very encouraging uplift in sales. There have been only 14 yachts new to the market with 30 selling this quarter.

- The chart below clearly demonstrates the build-up in momentum of the market regarding sales in 2013 over 2012. All of the indicators are pointing towards an active large yacht market in 2014. The 50-65m sector has really come back strongly this quarter with 10 yachts selling compared to 5 in Q3.



- The top end of the yacht market has seen an encouraging number of sales with 4 in the 65-85m sector. Well-priced yachts have been receiving a lot of attention and the number of pedigree yachts available for sale is starting to reduce markedly. Sellers are still ready to negotiate but as the inventory at the larger end of the market reduces, prices will start to firm up.

2013 QUARTERLY

Q1	30
Q2	17
Q3	44
Q4	14

105 YACHTS NEW TO MARKET

Q1	77
Q2	51
Q3	47
Q4	53

228 PRICE REDUCTIONS

Q1	21
Q2	19
Q3	22
Q4	30

92 YACHTS SOLD

NOTABLE YACHTS NEW TO MARKET



PESTIFER

65.0m (213.3ft)
Feadship, 2010

A Feadship of the very highest quality, now for sale.

EUR 69,750,000



PROJECT RANGER

58.0m (190.3ft)
Proteksan Turquoise, 2016

A rugged explorer, ready for a new owner to customise.

EUR 41,500,000



SAPPHIRE

50.0m (165.5ft)
Trinity Yachts, 2009

A stylish yacht with a solid charter reputation, in turnkey condition.

USD 22,880,000

KEY YACHTS SOLD



REVERIE

70.1m (230.0ft)
Benetti, 2000

USD 49,500,000



TURQUOISE

55.4m (181.7ft)
Proteksan Turquoise, 2011

USD 28,500,000

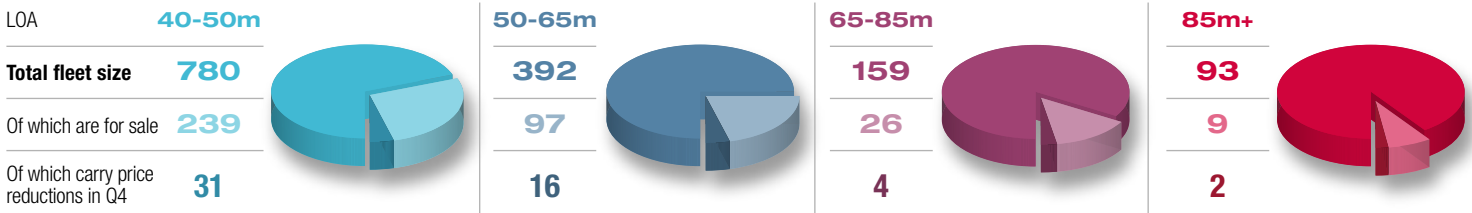


KARIA

45.0m (147.6ft)
RMK Marie Shipyard, 2012

EUR 19,000,000

MOTOR YACHT PRICE REDUCTIONS - Q4



Q4 has seen a number of significant price reductions in all sectors, save the 85m+ sector which has stayed traditionally quieter on this front.

- The most significant of these is the massive EUR 31,000,000 price reduction of AMARYLLIS, down from a price of EUR 130,000,000 to EUR 99,000,000.
- Another significant reduction has been made on CAKEWALK with USD 13,000,000 being taken off the asking price of USD 192,500,000, now asking USD 179,500,000.
- Across the size ranges an average of 10% of the sales fleet received a discount in this quarter, down from 18% in Q3.
- There has been an increase in the number of large yachts sold in 2013 compared to 2012. In total, 92 yachts have been sold in 2013. Competitively priced yachts are continuing to sell but there are numerous opportunities for buyers to choose from across all sectors of the large yacht market. The new build sector is busiest in the established European shipyards and hopefully this activity will spread to the rest of this important market in 2014.



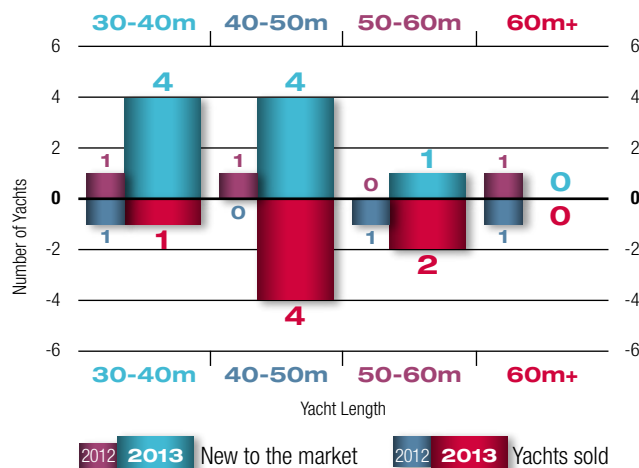
CAKEWALK
85.6m (280.9ft)
Derecktor Shipyards, 2010
Reduced by USD 13,000,000
USD 179,500,000



AMARYLLIS
78.4m (257.2ft)
Abeking & Rasmussen, 2011
Reduced by EUR 31,000,000
EUR 99,000,000



BLUE SCORPION
53.0m (173.8ft)
Baglietto, 2006
Reduced by EUR 1,500,000
EUR 17,500,000



SAILING YACHTS - Q4



SALUTE
56.0m (183.7ft)
Perini Navi SpA, 2008
Classic good looks combine the effortless style of Perini Navi and Remi Tessier.
USD 35,000,000



TENAZ
40.0m (131.2ft)
Pendennis Shipyard, 1996,
Reduced by GBP 1,000,000
GBP 4,995,000



ROSEHEARTY
56.0m (183.7ft)
Perini Navi SpA, 2006
EUR 22,500,000

The year finished strongly with a total of 7 sales in Q4, more than any other quarter of 2012 and 2013. Notably, the 40-50m sector has seen a real surge in activity with 4 yachts changing hands. The general feeling is that the sailing yacht market has started to turn a corner and the outlook for 2014 is positive. The new build market is showing signs of sustainable activity with a number of orders placed at established yards. With the steady return of buyers we look forward to seeing plenty of sale and purchase activity in 2014.