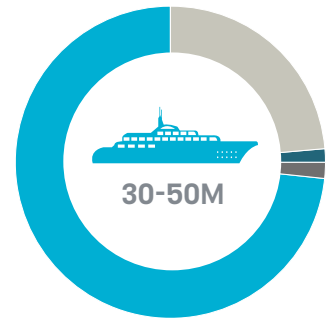


MARKET MOVEMENTS Q3

The 2017 Autumn yacht shows in Cannes and Monaco were extremely successful with an incredibly strong inventory of yachts on display by Burgess. The 30 to 50 metre sector has demonstrated a significant upturn in activity in comparison to previous years with a noticeable increase in sales and a consistent number of yachts being brought to the market for sale. The evident surge in confidence in the USA is also being seen on the wider global scale. Although this year has been challenging from a geopolitical standpoint the competitiveness of the European currencies has made Europe an attractive shop window for clients.

GLOBAL FLEET

FOR SALE - 842
 SOLD - 47
 NEW - 58
 NOT FOR SALE - 2604
TOTAL FLEET - 3551



MARKET BALANCE

NEW TO THE MARKET



SOLD



PICK OF THE MARKET Q3



PLATINUM

49.9M (163.7FT) » BENETTI, 2009
EUR 17,500,000



BELLA VITA

45M (147.7FT) » FEADSHIP, ROYAL VAN LENT, 2008
USD 24,900,000

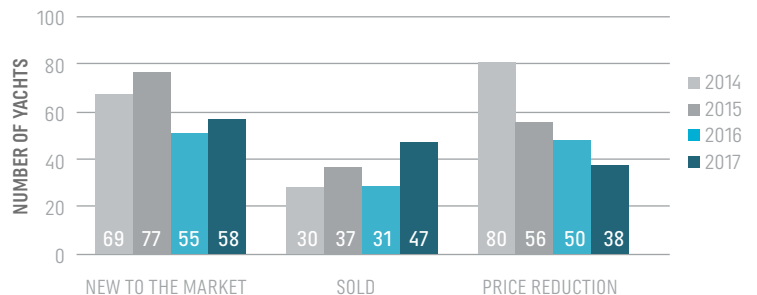


LI-LIEN

37.3M (122.4FT) » HEESEN, 2005
EUR 4,950,000

THE NUMBERS Q3

In reviewing the numbers over the past few years, the overriding message is one of improving conditions. The most notable figure is the number of sales which equates to a 45% increase over the previous three year mean average. The shipyards are reporting strong sales with many deliveries now extending into 2019 and 2020, later in the report we have highlighted a selection of key opportunities. These latest figures demonstrate a return to stable growth within the 30 to 50 metre sector and the extended delivery times will also lead to stronger brokerage activity.



KEY SALES Q3



BLUSH

47.3M (155FT) » SUNSEEKER, 2014
LAST ASKING PRICE GBP 19,500,000



NAMELESS

41M (134.5FT) » MONDOMARINE, 2013
LAST ASKING PRICE EUR 12,500,000



ZIACANAIA

32.6M (107FT) » CUSTOM LINE FERRETTI, 2011
LAST ASKING PRICE EUR 5,950,000

BROKERAGE PICK OF THE BURGESS FLEET

AFRICA



47M (154.2FT)
BENETTI, 2010
EUR 16,750,000

TATII



40.5M (132.9FT)
TAMSEN YACHTS, 2009
EUR 9,400,000

DESPERADO



39.6M (130FT)
WESTPORT SHIPYARD, 2005
USD 8,900,000

HUSH



37M (121.4FT)
PALMER JOHNSON, 2005
EUR 4,950,000

SHIPYARD SPOTLIGHT

WIDER

WIDER is an innovative Italian shipyard specialising in the construction of all-aluminium superyachts with highly efficient diesel-electric propulsion systems. They offer low fuel consumption, a significantly increased navigation range, and lower noise and vibration levels. The stand-out feature of a WIDER yacht though is space. With three different models, the WIDER 130, the WIDER 150 and the WIDER 165, all offer large indoor and outdoor guest areas including an expansive beach club, large owner's apartment and foredeck lounge.

WIDER 130



39.6M (130FT) » WIDER, 2020
EUR 18,500,000

NEW BUILDS Q3

PROJECT BLAKE



49.8M (163.4FT) » BENETTI, 2018
EUR 28,800,000

YS 4008



43.2M (142FT) » DAMEN, 2018
EUR 9,500,000

PRINCESS 35



35.1M (115.4FT) » PRINCESS, 2018
GBP 10,730,000