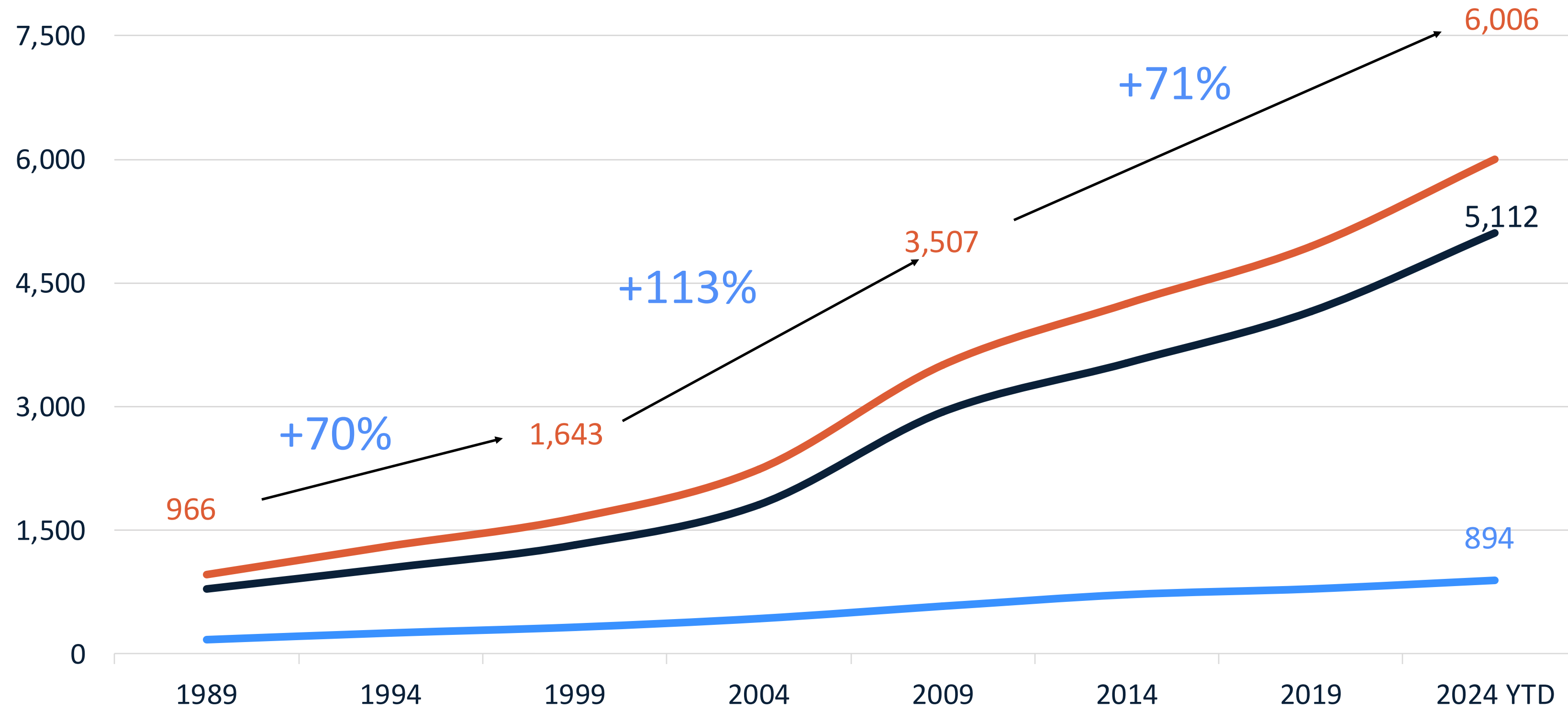


Fleet development 30m+



+522%

FLEET GROWTH

Since 1989

- Sail
- Motor
- Total

Fleet buildup by age 30m+

21 yrs

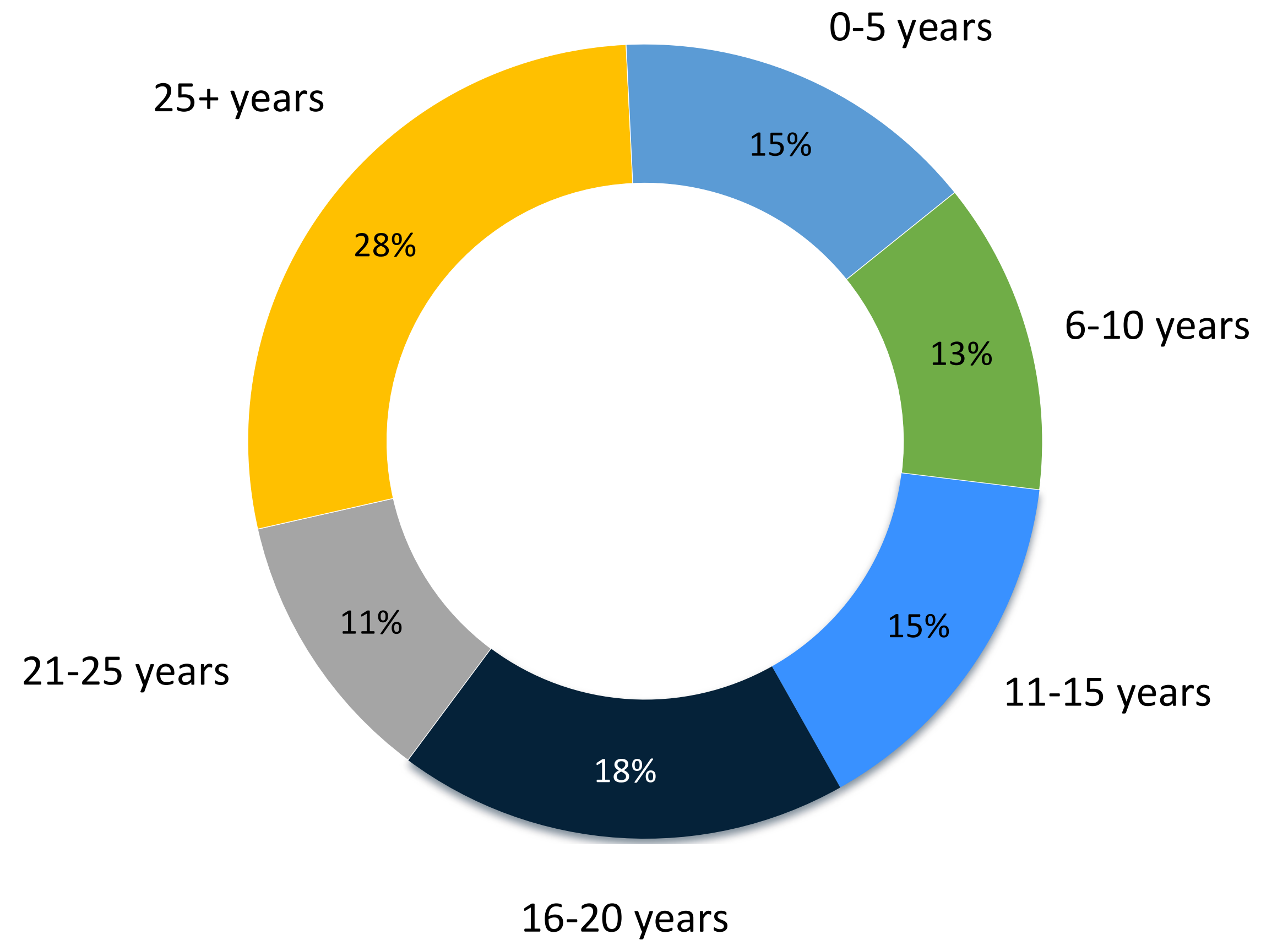
AVERAGE AGE ENTIRE FLEET

80-100m

YOUNGEST SUBFLEET (16 YRS)

30-40m

OLDEST SUBFLEET (22 YRS)



The Challenge

- Close to 1,800 superyachts built in the 00s (approx 29% of the fleet)
- Outdated interiors, AV/IT and engines
- How to bring them up to compliance with today's environmental regulations?
- High share of yachts for sale for yachts of 16-20 years old (26% of them)
- Even as brokers still complain of lack of availability of attractive brokerage boats
- So, by offering better refit options, the market appeal of this old fleet of boats could be greatly improved!
- Alternatively, offering a better refit proposition might also entice the owner to keep his yacht rather than selling it, and keeping it up-to-date with the newest design, navigation and communication trends, options and facilities