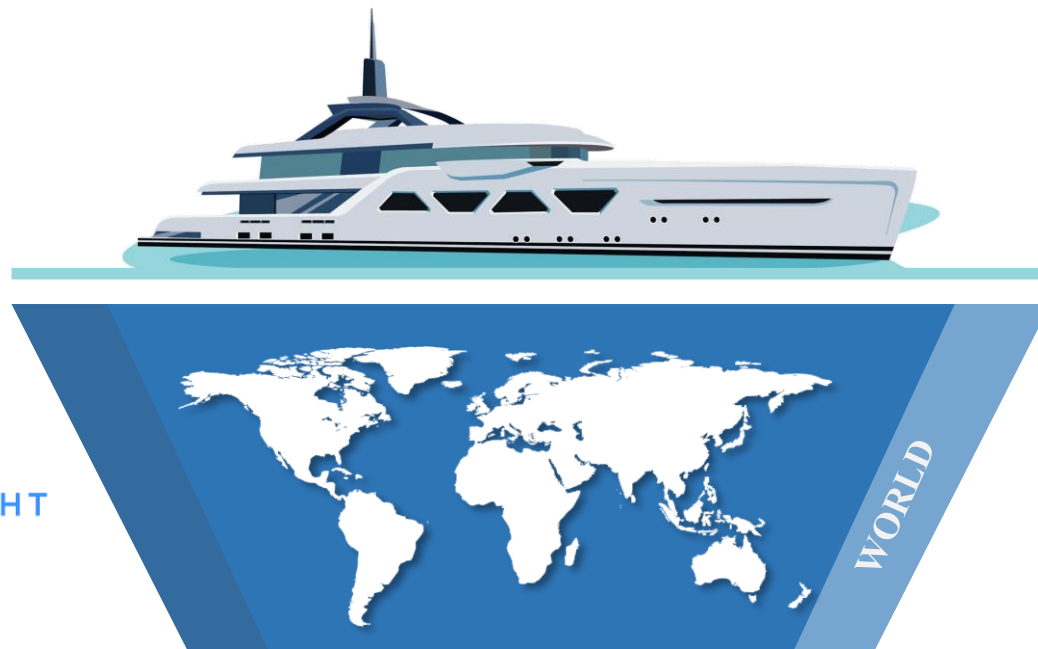




La Belle Classe Superyachts
16th Edition of La Belle Classe Superyachts
Economic Symposium

« *The real weight of the Yachting Industry Worldwide, Region Sud and Monaco* »



SUPERYACHT
TIMES



IMSEE
Monaco Statistics



PART 1:

Introduction & figures for International Yachting

By Francesca Webster:

Editor in Chief at Superyacht Times / Maritime Author

PART 2: Presentation of figures for the Région Sud

By François de Canson:

- Vice-president of tourism for the Région Sud
- Chairman, CRT PACA
- President of ADN Tourisme
- Mayor of La Londe les Maures

PART 3: Monaco figures presentation

By Pascal Ferry: Deputy Director of IMSEE

& Benjamin Cauquil: IMSEE Research Manager



Francesca Webster –

Editor in Chief at Superyacht Times

SUPERYACHT TIMES



The Business of Yachting

A background image showing a person on the right side of the frame, wearing a headset with a microphone and holding a tablet. They are on a yacht, with the sea and another yacht visible in the background. A dark blue rectangular box is overlaid in the center, containing the title text.

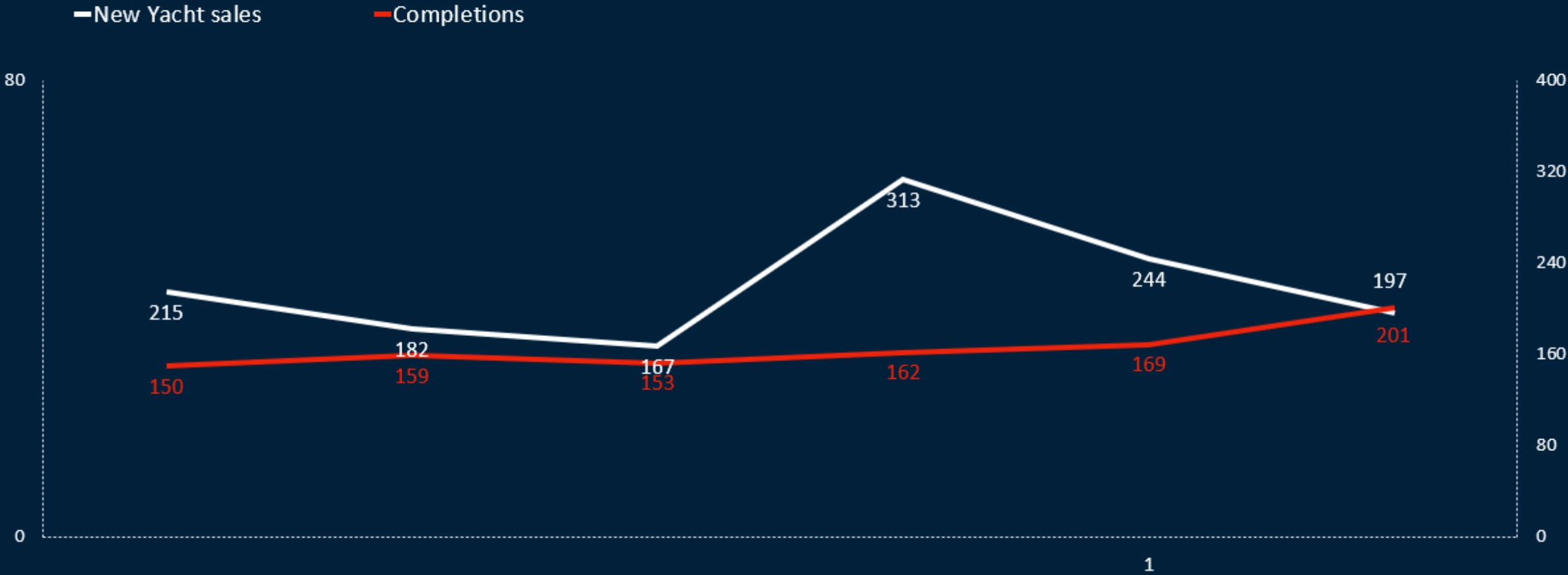
2023

Superyacht Market Review



1. Delayed yachts being delivered

Yacht deliveries vs sales





2. Rising prices slowing new-build sales?

Rapid price increases for popular models

Dutch 60 metre

2019 - €55mil

2023 - €75mil

+36%

Dutch 80 metre

2022 - €149mil

2023 - €185mil

+24%

Italian 40 metre

2019 - €19.4mil

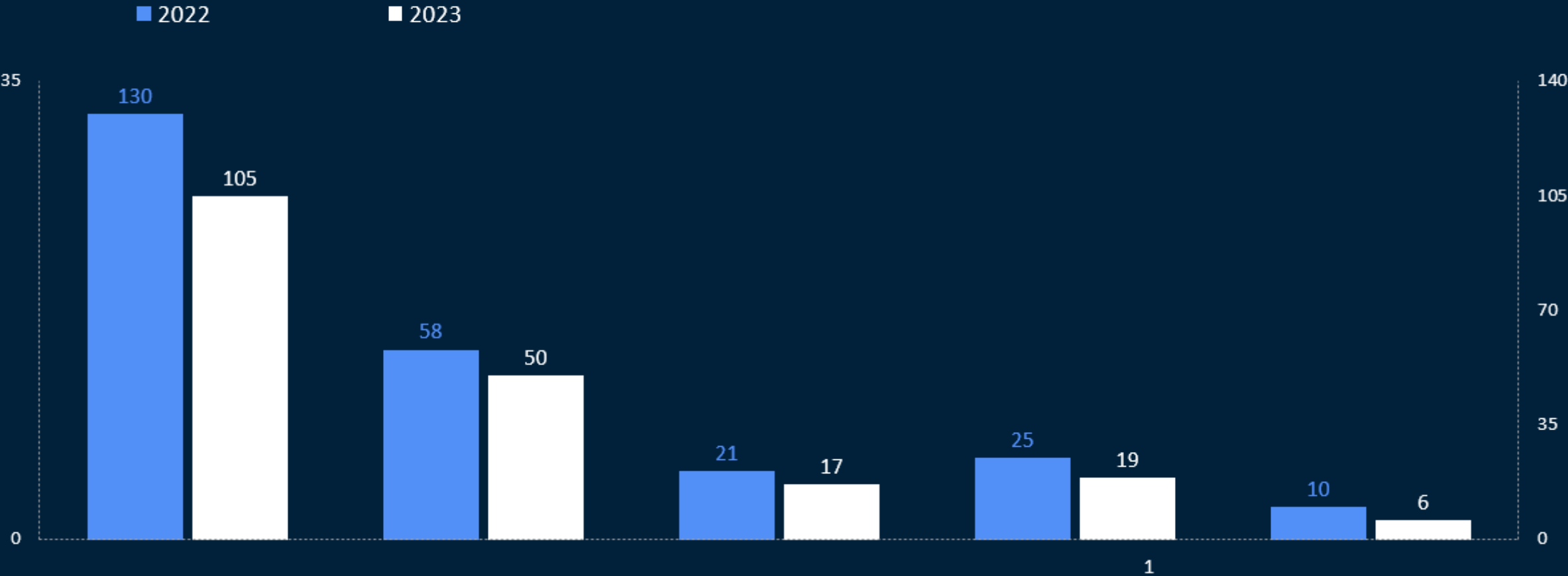
2023 - €23.5mil

+21%

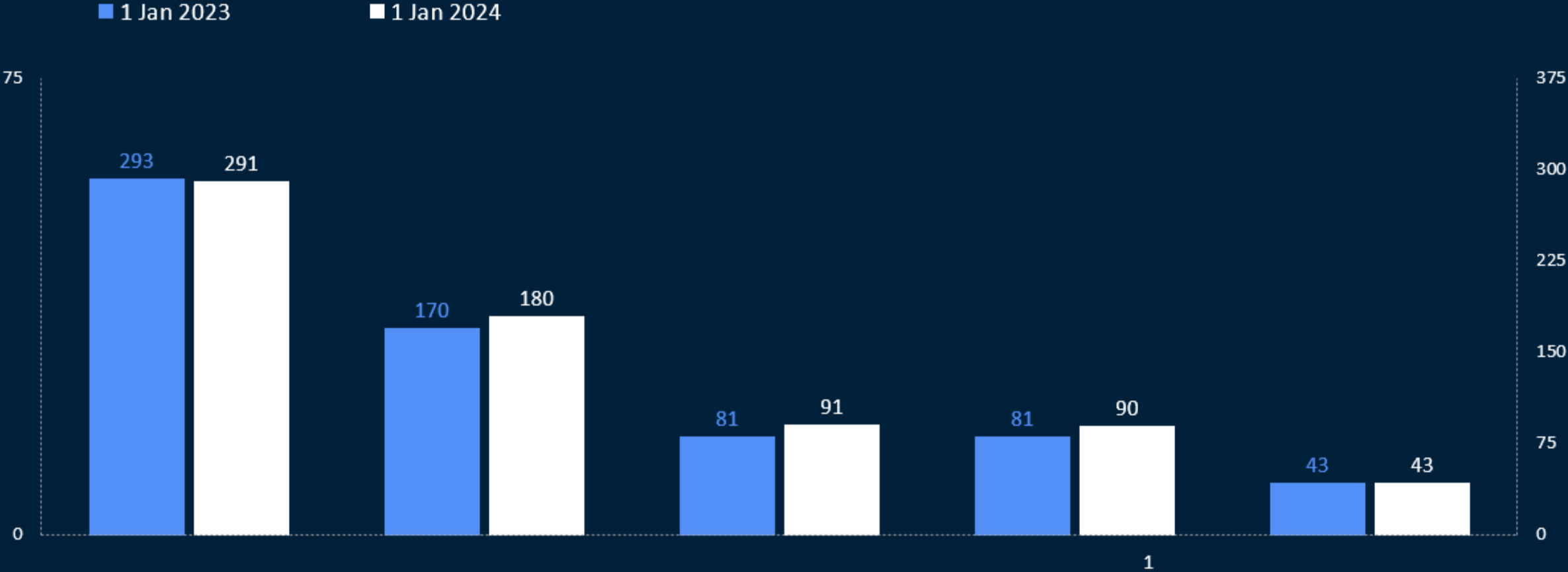
On towards €100k per GT

Dutch 80 metre	Dutch 76 metre	Dutch 67 metre
+2,000 GT	+1,700 GT	+1,000 GT
€185mil	€169.5mil	€99mil
€85k per GT	€97k per GT	€83k per GT

New yachts sold by length



Construction book by length in number of yachts





3. Brokerage market still strong?

Big yacht deals during 2023



€330,000,000



€227,500,000

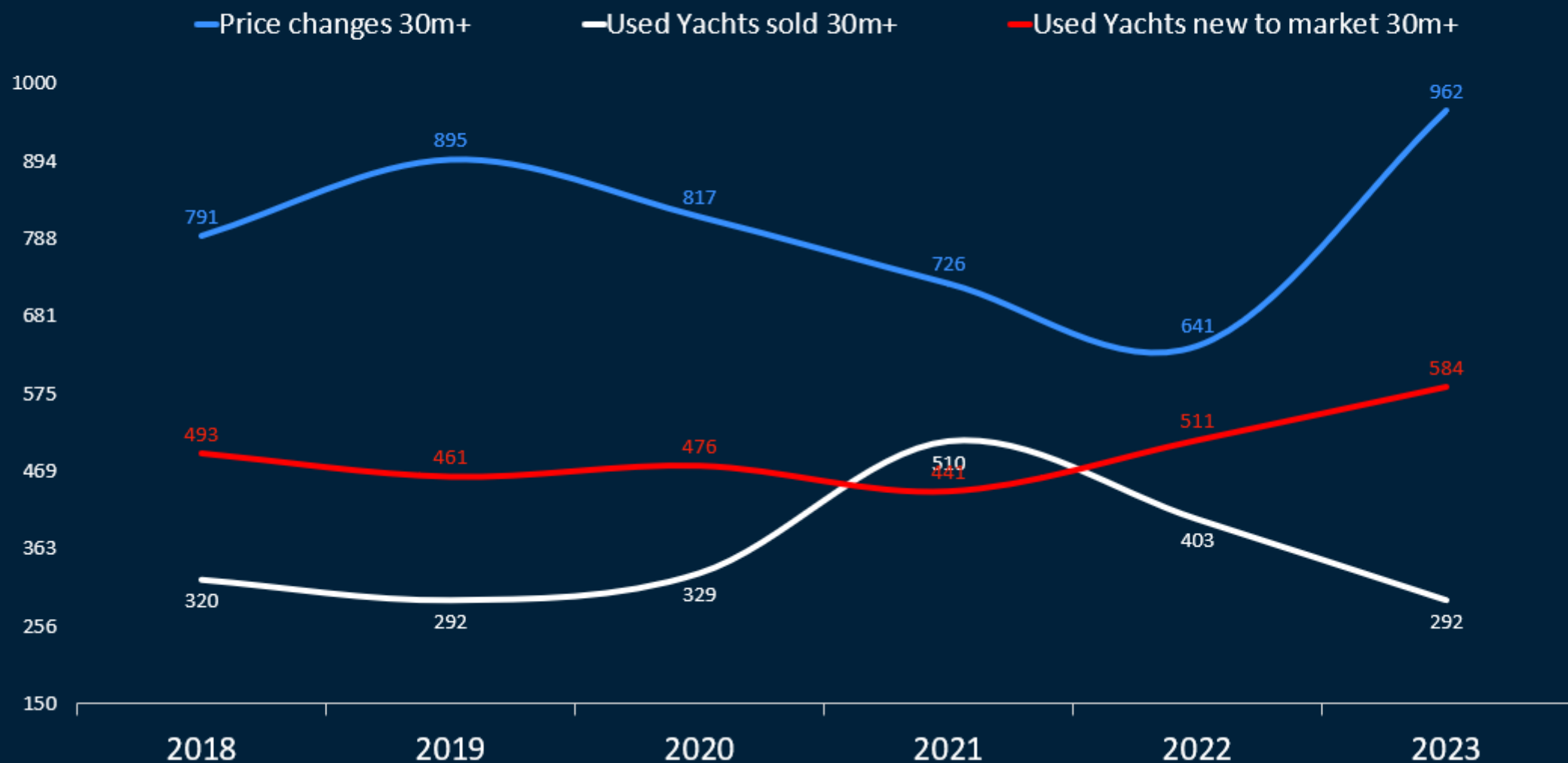


\$195,000,000



€149,000,000

Brokerage market movements

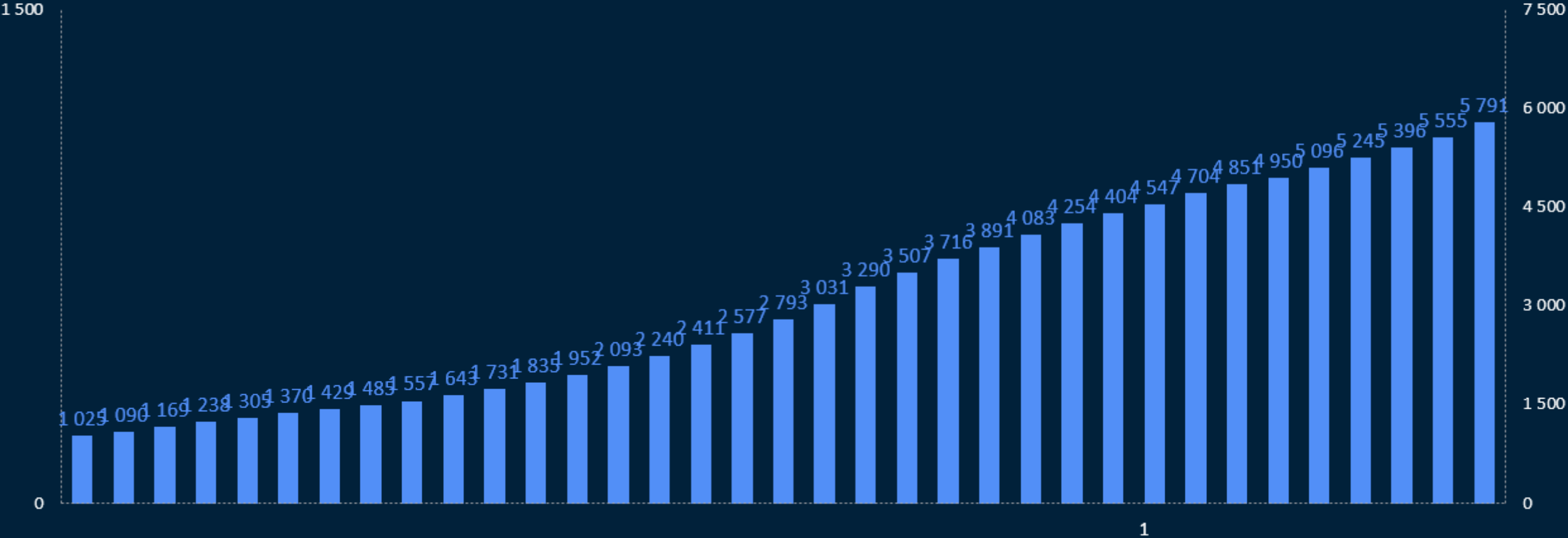




4. More yachts, more refits?

Fleet growth

■ Number of operating yachts



Investment in refit remain strong

**The Boat Works to double in size
with major \$30m investment**

**Amsterdam Yacht Builders:
Answering complex refit needs in
Amsterdam**

**Guillaume Roche on the development
of Adriatic 42 into a world-class,
competitive refit shipyard**

**Atlantic Refit Center & Port
Atlantique La Rochelle invests in new
100-tonne blocks**

**Palumbo Superyachts begins
construction of new 60m shed at
Ancona facility**

**Al Seer Marine, MB92 and P&O
Marinas to create superyacht service
centre and refit shipyard in Dubai**

**Dutch Superyacht Tech Campus
unveiled: Construction and refit site
in Amsterdam**

**Australia's The Boat Works expands
capacity with new 90-tonne travel lift**

**Port Denia Superyacht Marina &
Shipyard announces expansion**

A background image showing a person on a boat wearing a headset and holding a smartphone. In the background, another white yacht is visible on the blue sea under a cloudy sky.

The impact of the superyacht business in numbers

€5.9bil +

Total estimated value of
30m+ yacht deliveries in
2023

88%

European share of 30m+
yacht deliveries 2023

€5bil +

Total value of 30m+ used
yacht sales in 2023

141

Number of shipyards
currently building one or
more superyachts over 30
metres

125+

Number of shipyards
currently refitting one or
more superyachts over 30
metres

40,000+

Estimated total number of
crew working on the
superyacht fleet

250,000

Estimated total number of
people working in the
superyacht industry

Source: Superyacht Life Foundation (2021)



Thank you!



Thank you

ANY QUESTIONS ?



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Economic Symposium

« *The real weight of the Yachting Industry, worldwide Region sud and Monaco* »

François De Canson —



Vice President of the Région Sud,

President of CRT Provence Alpes Côte-d'Azur

President of ADN Tourisme

Mayor of La Londe-les-Maures



THE WEIGHT OF THE YACHTING INDUSTRY IN RÉGION SUD

CONTEXT OF THE SECTOR

WORLD'S YACHT FLEET(>24 M)

X 6 in 35 years

5,400 units in 2021



CONTEXT OF THE SECTOR

WORLD'S YACHT FLEET (>24 M)

Every year,

50% of the world fleet
hosted in the Mediterranean

1,955 yachts pass through
Région Sud



Région Sud concentrates all the tourism and technical stakeholders in Yachting

and their professional representations (ECPY, GEPY, MYBA, PYA & FIN, RYN, UPACA)

- ❑ Yacht wintering & technical stop

- ❑ Private or charter yachting in the tourist season

CONTEXT OF THE SECTOR

IN RÉGION SUD, REFIT IN THE WEST, TOURISM IN THE EAST



21% of the fleet
including
84% in the shipyard

79% of the fleet
including
8.5% in the shipyard

ECONOMIC ANALYSIS AND PROSPECTIVE STUDY

TECHNICAL ECOSYSTEM, MAINTENANCE & REFIT

Essentially in the West of Région Sud

Technical platforms in
Marseille, La Ciotat, Bay of Toulon -
La Seyne/Mer - Saint-Mandrier,
and Cogolin & Beaulieu/Mer to the
East



ECONOMIC ANALYSIS AND PROSPECTIVE STUDY

TOURISM ECOSYSTEM, PRIVATE & COMMERCIAL NAVIGATION

Mainly in the East of Région Sud

Depends on the nautical qualities of the mooring and the attractiveness of the territory

- ❑ Iles d'Hyères (Summer moorings)
- ❑ Gulf of Saint-Tropez (moorings and ports of call)
- ❑ Bays of Cannes and Antibes (home ports, wintering marinas and ports of call)
- ❑ Nice & Villefranche-sur-Mer (home ports, wintering marinas and ports of call)
- ❑ Saint-Jean-Cap-Ferrat & Beaulieu-sur-Mer (home ports, wintering marinas and ports of call)
- ❑ Bay of Roquebrune (moorings)
- ❑ Monaco (port of call)

ECONOMIC SPINOFF

GLOBAL WEIGHT OF YACHTING IN RÉGION SUD

Technical & Tourism porosity => complement each other in Région Sud

EUR 1.1 billion

60% Tourism, 40% Technical

+ 10,000 jobs

65% Tourism, 35% Technical

THE STRONG POINTS OF THE RÉGION SUD

TECHNICAL + TOURISM

In the eyes of the world, a complete yachting panel in Région Sud, with all the stakeholders

- ☐ Technical and touristic concentration of yachting in France
- ☐ A sailing basin with a worldwide reputation
- ☐ Stable security and geopolitics

In the heart of a West Med basin

- ☐ Stable and secure from Gibraltar to Malta via Spain-Monaco-Italy
- ☐ World leader in all components of Yachting



THE WEIGHT OF THE YACHTING INDUSTRY IN RÉGION SUD



Thank you

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Pascal Ferry -

Adjoint to the director of IMSEE (Institut Monégasque de la Statistique et des Etudes Economiques)



Benjamin Cauquil -

Editors of IMSEE (Institut Monégasque de la Statistique et des Etudes Economiques)

Definitions



The **maritime economy** encompasses all activities that cannot exist without the sea.

Definitions



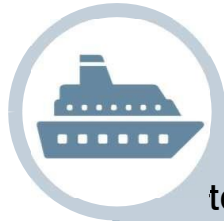
It includes :

- Maritime or pleasure-related trade and trade in sea products
- Naval consultancy and engineering
- Maritime transport
- Interior decoration and boat design
- Yacht chartering
- Sea-related associations
- Ship repair and maintenance
- Victualling
- Marine insurance & legal services related to maritime law
- Maritime construction
- Fisheries and aquaculture
- Other maritime services and nautical activities not elsewhere classified (including, in particular, travel-related services, event organisation, education, labour placement and offshore energy services).

Definitions



The **maritime economy** encompasses all activities that cannot exist without the sea.

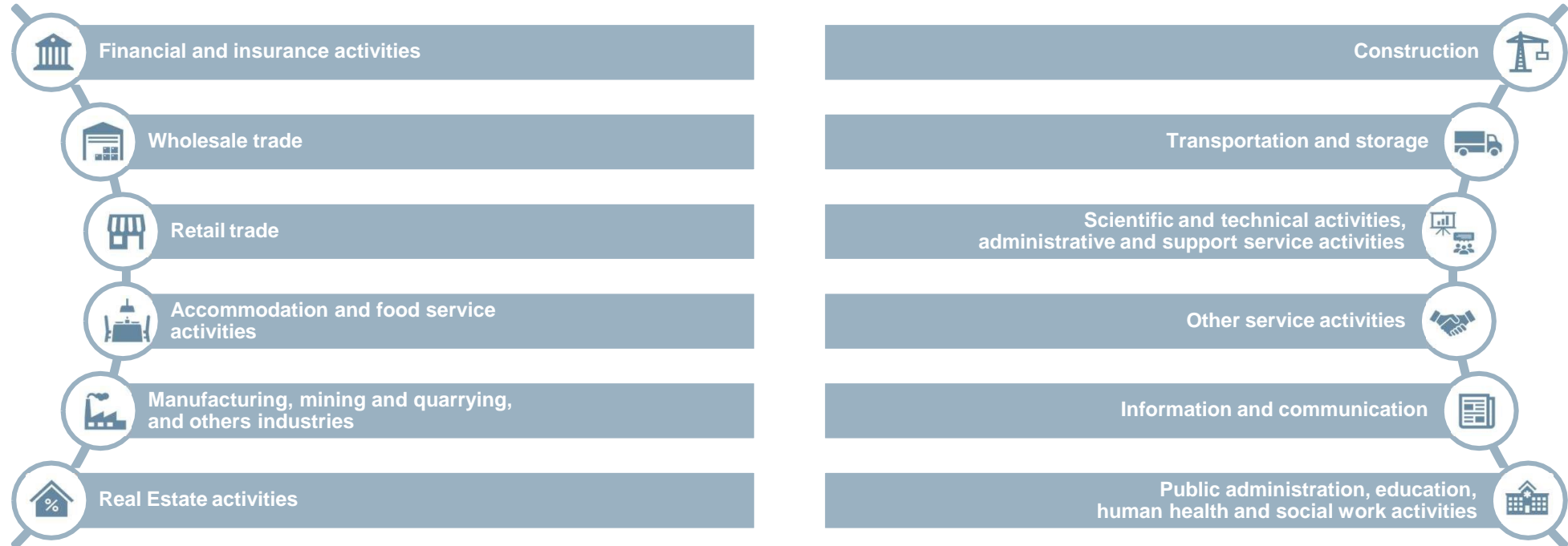


Yachting encompasses all activities of the maritime economy related to pleasure and great pleasure boats.

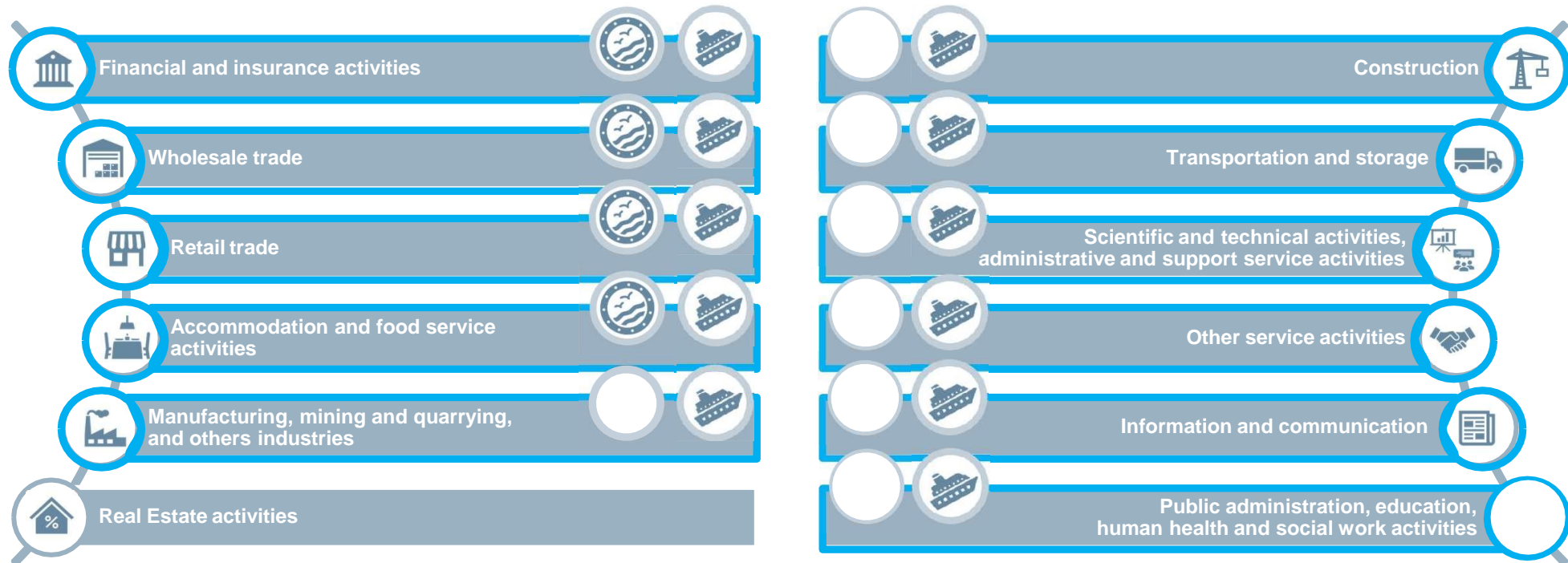
Scope of the study

- The scope of the study was defined jointly by Monaco Statistics and the Department of Maritime Affairs.
- Only establishments whose actual activity is **directly** linked to maritime and/or yachting were included.

Major Economic Sectors (MESs)



MESs represented within the maritime economy and yachting



Scope of the study

- The scope of the study was defined jointly by Monaco Statistics and the Department of Maritime Affairs.
- Only establishments whose actual activity is **directly** linked to maritime and/or yachting were included.
- The maritime economy and yachting include many activities covered by several MES, making comparisons with the latter impossible.



Scope of the study

- Establishments likely to be included were surveyed in order to provide answers on the importance of their maritime and/or yachting related activities.
- Revenue and the number of jobs were then weighted according to the breakdown of their activities.

-
- Do you consider that all or part of your business falls within the scope (only 1 answer possible):

 - ☐ Yachting
 - ☐ Maritime, excluding yachting
 - ☐ None of my activities fall within the maritime sector

➤ If you answered positively to the previous question (first or second choice), how much of your turnover do you estimate this area of activity accounts for?

 - ☐ 25%
 - ☐ 50%
 - ☐ 75%
 - ☐ 100%

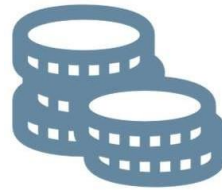
MARITIME ECONOMY

Maritime economy



635

Establishments



€1.8b

of revenue



3,268

jobs

5.7%

of the total in Monaco

9.3%

of the total in the Monaco

5.4%

of the total in the Monaco

Note: Total revenue excluding Financial and insurance activities

Sources: Business Development Agency, Department of Tax Services, Caisses Sociales de Monaco, Monaco Statistics

Maritime economy

Breakdown of establishments, sales and jobs in the maritime economy in 2022 by MES⁽¹⁾

	Establishments		Revenue (million euros)		Jobs	
	Maritime economy	Share of maritime	Maritime economy	Share of maritime	Maritime economy	Share of maritime
Wholesale trade	258	19.2%	934.4	15.5%	606	22.9%
Scientific and technical activities	184	6.8%	237.3	7.3%	850	5.4%
Transportation and storage	100	27.5%	513.1	65.8%	1,023	48.4%
Other service activities	27	2.1%	13.9	1.5%	356	4.9%
Industry	20	10.9%	42.1	4.6%	233	8.9%
Financial and insurance activities	15	2.1%	39.9	1.7%	89	2.0%
Retail trade	9	1.0%	15.7	0.7%	48	1.5%
Information and communication	9	1.9%	1.4	0.2%	7	0.4%
Construction	6	1.2%	27.3	1.1%	55	0.8%
Other MESs	7	0.3%	0.5	0.0%	3	0.0%
Total	635	5.7%	1,785.7	9.3%	3,268	5.4%

⁽¹⁾ Total revenue excluding Financial and insurance activities

Sources: Business Development Agency, Department of Tax Services, Caisses Sociales de Monaco, Monaco Statistics

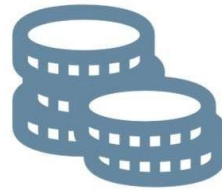
YACHTING

Yachting



411

Establishments



€567.1m

of revenue



1,429

jobs

3.7%

of the total in Monaco

3.0%

of the total in the Monaco

2.4%

of the total in the Monaco

Note: Total revenue excluding Financial and insurance activities

Sources: Business Development Agency, Department of Tax Services, Caisses Sociales de Monaco, Monaco Statistics

Breakdown of yachting establishments in 2022 by MES

	Yachting	Total in the Principality	Share of yachting
Wholesale trade	203	1,343	15.1%
Scientific and technical activities	104	2,711	3.8%
Transportation and storage	46	364	12.6%
Industry	17	184	9.2%
Other service activities	12	1,272	0.9%
Financial and insurance activities	12	715	1.7%
Information and communication	8	475	1.7%
Retail trade	4	866	0.5%
Other MESs	5	3,300	0.2%
Total	411	11,230	3.7%

Sources: Business Development Agency, Monaco Statistics

Revenue

Breakdown of yachting revenue in 2022 by MES⁽²⁾

	Yachting	Total in the Principality	Share of yachting
<i>Financial and insurance activities</i>	39.6	2,415.0	1.6%
Wholesale trade	308.7	6,025.5	5.1%
Transportation and storage	139.0	779.6	17.8%
Scientific and technical activities	84.7	3,263.4	2.6%
Other service activities	13.7	911.5	1.5%
Industry	12.7	916.2	1.4%
Retail trade	5.9	2,097.1	0.3%
Information and communication	1.4	744.7	0.2%
Other MESs	1.1	4,409.3	0.0%
Total	567.1	19,147.3	3.0%

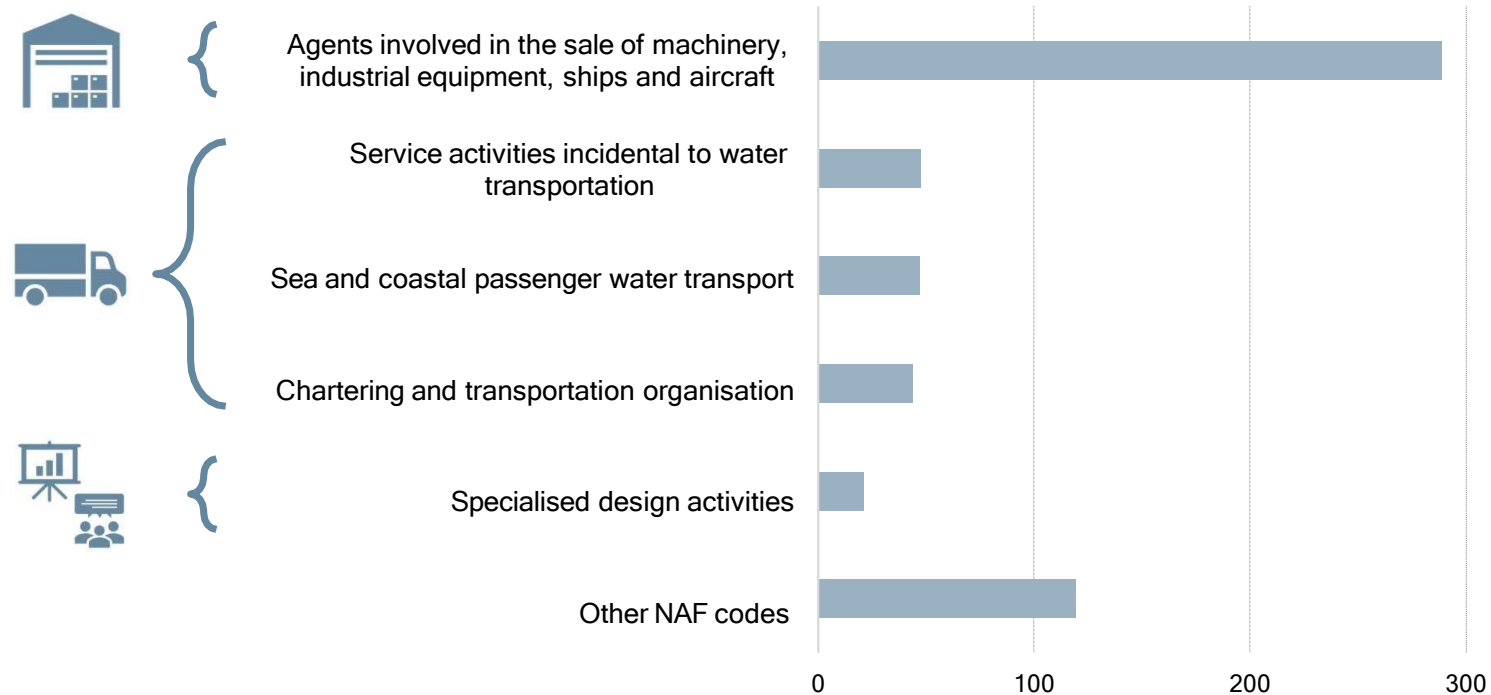
⁽²⁾ Total revenue excluding Financial and insurance activities

Unit: million euros

Sources: Department of Tax Services, Monaco Statistics

Revenue

Breakdown of yachting revenue in 2022 by NAF code⁽³⁾



⁽³⁾ Total revenue excluding Financial and insurance activities

Unit: million euros

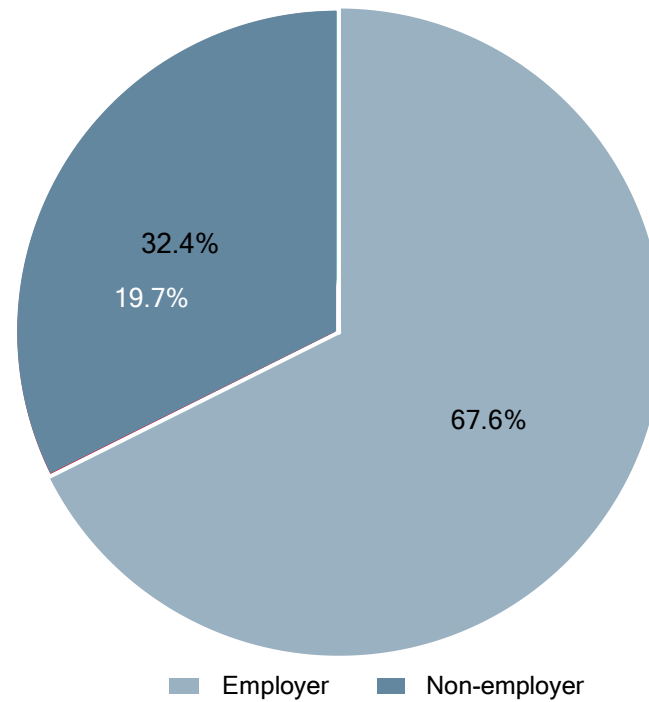
Sources: Department of Tax Services, Monaco Statistics

Breakdown of yachting jobs in 2022 by MES

	Yachting	Total in the Principality	Share of yachting
Wholesale trade	431	2,646	16.3%
Other service activities	338	7,258	4.7%
Transportation and storage	337	2,112	15.9%
Scientific and technical activities	184	15,735	1.2%
Financial and insurance activities	83	4,321	1.9%
Industry	27	2,629	1.0%
Retail trade	19	3,140	0.6%
Information and communication	7	1,520	0.4%
Other MESs	5	20,721	0.0%
Total	1,429	60,082	2.4%

Sources: Caisses Sociales de Monaco, Monaco Statistics

Breakdown of yachting establishments in 2022 by number of jobs



Sources: Caisses Sociales de Monaco, Monaco Statistics



Publications □ monacostatistics.mc/Publications

Newsletter □ monacostatistics.mc/Newsletters

Linkedin □ linkedin.com/company/imsee





Thank you

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MONACO SMART YACHT RENDEZVOUS

Bringing innovation all along a yacht's life cycle

21-22 MARCH 2024



A DAY OF EXPLORATION

MARCH
21



21 Mars 2024

4^{ème} Edition YCM Explorer Awards

3 AWARDS

- Technologie et innovation
- Médiation et science
- Environnemental et éthique
- « Coup de cœur »

19h00– Ballroom

