





FRASER YACHTS

Mare Forum Panama 24 June 2016

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Economic Impact of Yacht Industry

(Figures from US Superyacht Association)

8000 yachts over 24m;

40% of those homeport in the Americas;

Global Superyacht Industry \$32 billion, over 250,000 jobs;

US based impact – over \$6 billion;

33,000 crew;

300 new yachts every year.



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Economic Impact of Yacht Industry

(Figures from US Superyacht Association)

2014 figures show 3000 individual port calls to the Fort Lauderdale area, with the average stay being 100 days.

Consider typical 50m yacht budget \$3 million – local economic impact is considerable.



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World Wealth & Global Order Book

Comments from Fraser Yachts Commercial Department:

US brokerage market strong for 3 years;

Slow start to 2016;

US newbuild choices are slim;

European brokerage markets weak, could be picking up now;

Europe newbuild market very strong.



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Yacht Cruising/Operations

South Florida remains hub of trade for yachting;
Caribbean cruising remains attractive but Owners
are pushing the boundaries;

More Pacific cruising, more remote “expedition”
style cruising;

Yachting as science or social campaign.



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Key Yacht Flags

Cayman remains gold standard;

Marshall Islands

Jamaica

BVI

“Nice colours”



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Challenges in Yachting

Lack of professional crew, accountability;

Compliance regimes tightening – MLC came as a huge shock to yachting and we continue to struggle with it's impact;

Marina facilities



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