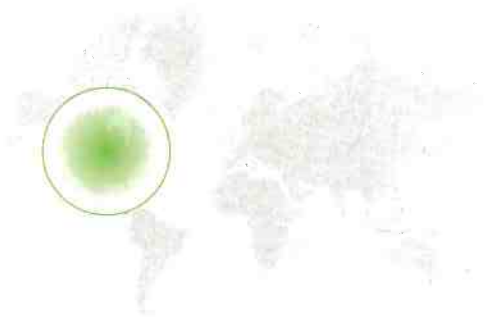


The Superyacht

TRUTH • OPINION KNOWLEDGE • IDEAS AND EXPERT INDUSTRY ANALYSIS



ANNUAL REPORT

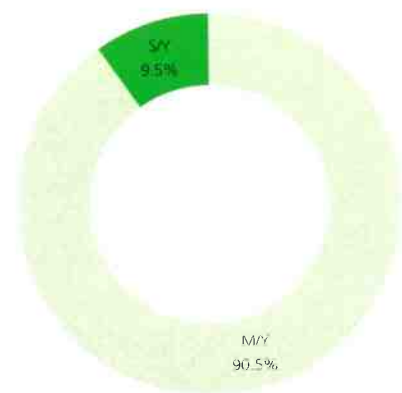


The USA

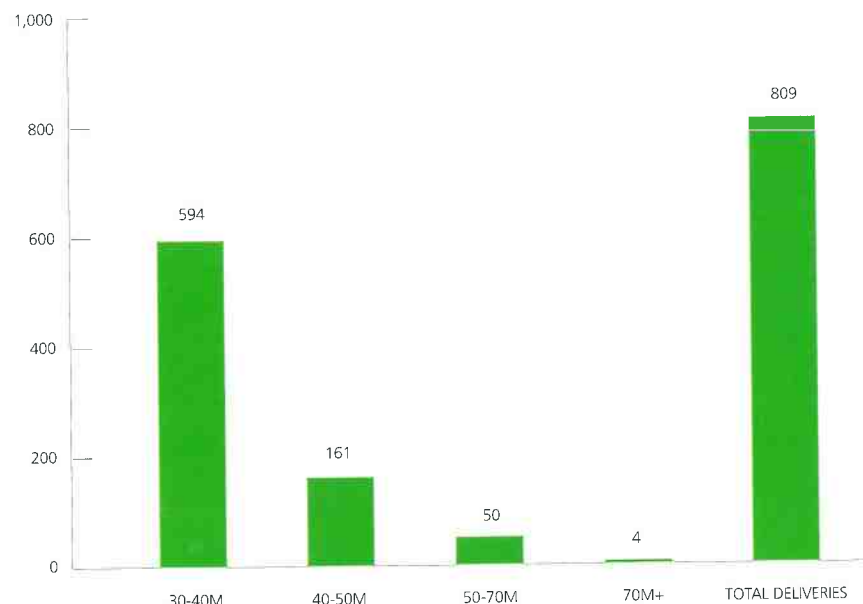
The USA has struggled in the wake of the GFC, but the US market as a whole remains resolutely focused on securing work and building their market to be stronger than ever (see our article in issue 137, page 151, on the health of the US builders). Several of the American yards have secured multiple orders over the year, which is a good sign for the prospects of the American market in 2013. With such a huge proportion of superyacht owners being American, focus for the US yards is on converting those American owners back to buying home-produced products. With the America's Cup being held in San Francisco in 2013, a positive impact on the American yachting sector will hopefully be felt.

Estimated annual economic impact (EASI)	€4,593,170,149
Number of yards that made deliveries in 2012	7
Number of deliveries 2012	19
Percentage of delivered fleet	17%
Number of yachts in build (as of 1 Jan 2013)	33
Percentage of GOB	8%
Total LOA of GOB	1,522m
Percentage of combined LOA of GOB	8%
Total LOA of all deliveries	30,545m
Average LOA of all deliveries	37.7m
Largest yacht delivered to date	85.6m MY <i>Cakewalk</i> (Derecktor, 2010)
Largest yacht delivered in 2012	74m MY <i>New Horizon</i> (Trinity Yachts)
Largest yacht in build	65.53m MY <i>Project Invader</i> (Delta Marine, 2013)

M/Y & S/Y DELIVERY PERCENTAGES



TOTAL NUMBER OF DELIVERIES



How do you think the superyacht sector in the USA performed in 2012?

Things picked up a little throughout the US with Palmer Johnson and Broward. Christensen closed four yacht contracts in 2012.

What are your predictions for the USA in 2013?

I think it will get better. We are still getting many inquiries and I imagine the other American yards are getting the same.

What are the USA's key strengths and skillsets or USP?

Being American made is key with American buyers. We are seeing the same with Asian prospects going for American-made products.

Which country do you view as the USA's biggest competitor and why?

The Netherlands, since they have builders of every range and are able to still sell the mystique of Dutch quality.

For an owner looking to build a yacht, why would you recommend a USA yard?

If it's an American buyer who made their money in America, they should spend their money where they made it. If it's a buyer from another country, as long as the American builder is of 'pedigree' it is a safe bet they will get what they contracted without the risk of destabilised governments and the fact that American laws undisputedly protects a foreign purchaser/company as equally as the builder in the event of dispute or default by the builder.



JOE FOGGIA
PRESIDENT, CHRISTENSEN
YACHTS

Name of Yard	Location	Number of (30m+) yachts delivered	Number of yachts in build	Maximum LOA capacity	Earliest available build slot
Burger Boat Company	Mantiwoc, WI	36	0	60m	2013
Broward Shipyard	Dania Beach, FL	112	2	Not disclosed	2013
Christensen	Vancouver, WA	33	9	Not disclosed	Jun-13
Delta Marine	Seattle, WA	33	3	100+ m	Not disclosed
Derecktor	NY, FL	6	0	65m	2013
Hodgdon Yachts	East Boothbay, ME	4	0	60m	2013
Lazzara Yachts	FLL, FL	12	1	Not disclosed	2013
Newcastle Shipyards	Palatka, FL	7	2	76m	2013
Nordlund Boat Co	Tacoma, WA	8	1	36.5m	2013
Northern Marine	Anacortes, WA	6	0	Not disclosed	2013
Palmer Johnson	Sturgeon Bay, WI	56	6	Not disclosed	Spec builds available
Trinity Yachts	Gulfport, WS	50	1	Not disclosed	2013
Westport Yachts	Westport, WA	104	6	50m	Spec builds available

Since 1956...
RELIABILITY
Unparalleled
PROFESSIONALISM
International
MARINE SPECIALIST

