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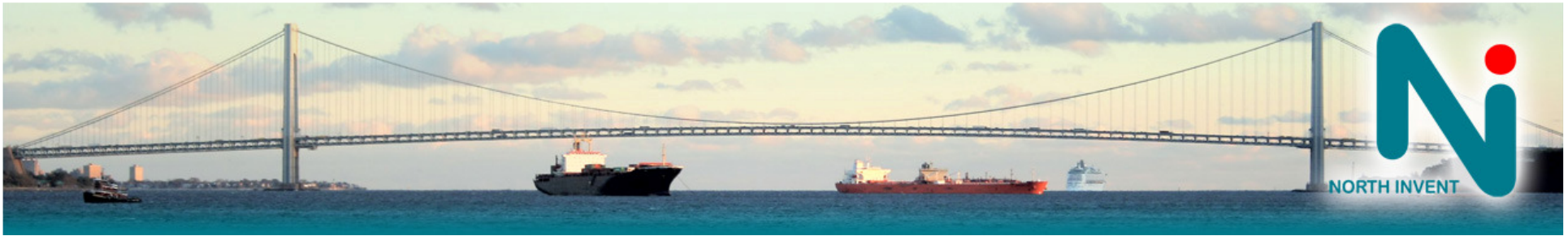
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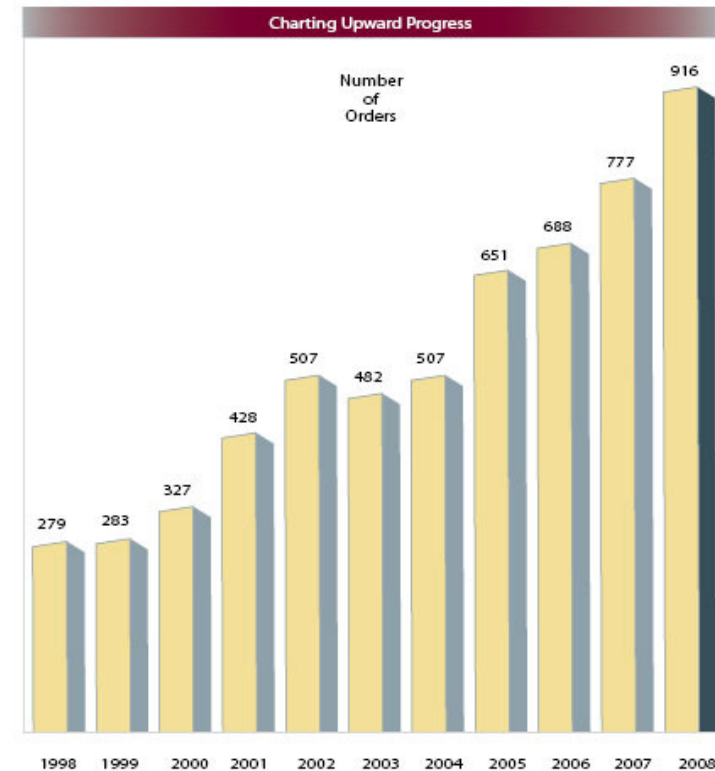
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A) Yacht market - size

- About 3,800 yachts over 80 feet in length are in service around the world
- About 1,800 of them have been built since 2000. The study predicts that that by 2010, there will be 5,000 such yachts on the water.



Source: "Camper & Nicholsons International, a broker of yacht sales and charter contracts"



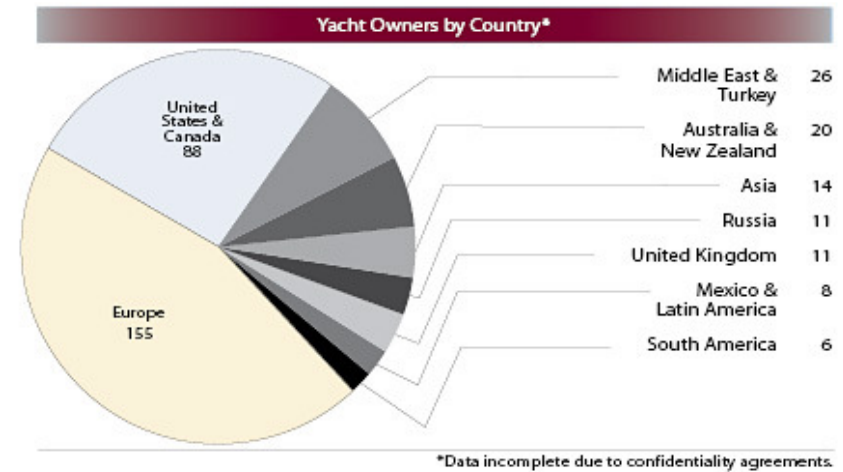
A) Yacht market – order books

- 2008 Global Order Book reveals that as of September 1, 2007, approximately 916 new yachts measuring 24.38 meters (80 feet) and longer currently are in build or are scheduled for construction at shipyards throughout the world.
- That’s a 17.9 percent increase over last year’s tally of 777 yachts, and nearly four times the 241 orders we reported in 1997



Orders by Length

Length in Feet	2008	2007	2006	2005	2004	2003
80-89	253	207	216	207	140	132
90-99	114	109	86	71	67	54
100-119	179	155	146	145	112	114
120-149	175	152	110	115	83	84
150-199	125	108	90	84	68	72
200-249	47	28	28	21	22	16
250+	23	18	12	9	15	10



Source: "Show boat international - Order book 2008"



A) Yacht market – key players

Top 10 Builder Nations							
2008 Rank	Country	Total Length (m)	Total Length (ft.)	No. of Projects	2008 Avg Length (ft)	2007 Avg Length (ft)	2007 Rank
1	Italy	15,080	49,475	427	116	113	1
2	USA	4,054	13,300	104	129	127	2
3	The Netherlands	3,196	10,486	65	161	166	3
4	Germany*	2,780	9,123	31	294	254	5
5	Taiwan	2,093	6,867	71	95	97	6
6	United Kingdom	1,762	5,782	57	101	94	4
7	Turkey	1,589	5,214	38	137	144	9
8	Australia	811	2,660	21	127	—	—
9	China	674	2,213	23	96	110	10
10	New Zealand	527	1,728	13	133	137	7

*Includes unlisted Lürssen projects.

Top 20 Builders						
2008 Rank	Top 20 Builders	Total Length (m)	Total Length (ft.)	Number of Projects	Avg. 2007 Length (ft)	2007 Rank
1	Azimut-Benetti	3,603	11,820	98	121	1
2	Ferretti Group (CRN, Custom Line, Ferretti, Pershing, Riva)	2,845	9,334	89	105	2
3	Rodriguez Group (Mangusta, Léopard)	1,506	4,942	47	105	4
4	Lürssen*	1,400	4,593	14	328	8
5	Sunseeker International	1,386	4,546	48	95	3
6	FIPA Group (AB Yachts, CBI Navi, Maiora)	1,304	4,278	40	107	6
7	Sanlorenzo	1,059	3,475	35	99	9
8	Trinity Yachts	990	3,249	19	171	5
9	Camuzzi Nautica (Baglietto, Cantieri di Pisa)	965	3,166	23	138	16
10	ThyssenKrupp (Blohm & Voss, Nobiskrug)	884	2,900	10	290	10
11	Heesen	647	2,123	14	152	12
12	Horizon	613	2,012	20	101	11
13	Westport	553	1,814	14	130	13
14	Perini Navi	552	1,811	11	165	15
15	Amels	500	1,640	8	205	20
16	Ocean Alexander	492	1,616	20	81	—
17	Kha Shing (w/Hargrave)	438	1,435	14	102	—
18	Abeking & Rasmussen	396	1,299	6	216	—
19	Timmerman Yachts	395	1,296	11	118	—
20	Proteksan-Turquoise	390	1,280	7	183	—

*Due to confidentiality agreements, builder could not provide details.

Source: "Show boat international - Order book 2008"



A) Yacht market – Exhibition Calendar

October 2008

[48th Genoa International Boat Show](#) 04 Oct 2008 - 12 Oct 2008, Genova, Italy, General

[18th International BoatBuilders' Exhibition & Conference \(IBEX\)](#) 06 Oct 2008 - 08 Oct 2008, Miami, USA, Trade

[Annapolis Sailboat Show](#) 09 Oct 2008 - 13 Oct 2008, Annapolis, USA, Sail

[Annapolis Powerboat Show](#) 16 Oct 2008 - 19 Oct 2008, Annapolis, USA, Power

[49th Hanseboot - International Boat Show Hamburg](#) 25 Oct 2008 - 02 Nov 2008, Hamburg, Germany, General

[49th Ft Lauderdale International Boat Show](#) 30 Oct 2008 - 03 Nov 2008, Ft Lauderdale, USA, General

November 2008

[12th Scandinavian Boat Show](#) 05 Nov 2008 - 09 Nov 2008, Stockholm, Sweden, General

[47th Barcelona International Boat Show](#) 09 Nov 2008 - 16 Nov 2008, Barcelona, Spain, General

[30th Athens International Boat Show](#) 15 Nov 2008 - 23 Nov 2008, Athens, Greece, General

[21st METS, Marine Equipment Trade Show](#) 18 Nov 2008 - 20 Nov 2008, Amsterdam, Netherlands, Trade

[6th National Boat Show](#) 20 Nov 2008 - 23 Nov 2008, Vienna, Austria, General

[Emirates International Boat Show](#) 25 Nov 2008 - 29 Nov 2008, Abu Dhabi, UAE, General



A) Yacht market – Exhibition Calendar

December 2008

[48th Salon Nautique International de Paris](#) 05 Dec 2008 - 14 Dec 2008, Paris, France, General

January 2009

[Saudi International Boat Show](#) 01 Jan 2009 - 01 Jan 2009, Jeddah, Kingdom of Saudi Arabia, General

April 2009

[Bahrain International Boat Show](#) 14 Apr 2009 - 18 Apr 2009, Bahrain, General

May 2009

[Sanctuary Cove International Boat Show](#) 21 May 2009 - 24 May 2009, Queensland, Australia, General

Source: International Boat Industry, Power & Sail Shows. ca 68 shows/year

Yacht market – other data

66 companies found in: [Interior designers](#)

472 companies found in: [Designers, naval architects](#)

24 companies found in: [Yacht design agents](#)

Source: International Boat Industry, Yacht Designer Guide



B) Fish market - fishboat market size

- The 1.2 million decked fishing vessels form the industrial and semi-industrial fishing fleets, and are divided into two basic categories for statistical purposes according to length and gross registered tonnage (GRT). The dividing point is 24 meters in length and 100 GRT.
- There are more than 38,000 fishing vessels that make up the industrial fishing fleet greater than 24 meters/100GRT, according to FAO's Bulletin of Fishery Fleet Statistics. Altogether, their combined registered tonnage is about 16.6 million tons.

B) Fish market – Exhibition Calendar

2008 Icelandic Fisheries Exhibition - 2-4 October at Smárinn, Kópavogur, Iceland

ASIAFISH 2008 - 25 Nov 2008 - 27 Nov 2008 - *Imperial Queen's Park Hotel*, Bangkok, . Thailand

Seawork International - 16 - 18 June 2009 – Southampton UK

World Fishing Exhibition 2009, 16 Sep 2009 - 19 Sep 2009 - *IFEVI exhibition Complex*, Vigo, Spain

DanFish International , Aalborg, week 41, 2009

North Atlantic Fish Fair, Tórshavn, Faroe Islands

Polar Fish Greenland, Sisimiut Greenland, september 2008

Source: www.worldfishing.net



B) Fish market - contacts & gross potential

XXXXXXXX NL, xx monitor/y

XXXXXXXX DE, xx monitor/y

XXXXXXXX NO, xx monitor/y

XXXXXXXX NO, xx monitor/y

XXXXXXXX DK, xx monitor/y

XXXXXXXX DK, xx monitor/y

XXXXXXXX NO, xx monitor/y

XXXXXXXX DE, xx monitor/y

xx monitors/y



C) Automation market – Exhibition calendar

Oct 18-22 [WEFTEC 2008 Chicago](#)

Dec 2-4 [Power-Gen International 2008 Orlando](#)

Feb 2-5 [ARC Forum Orlando](#)

Mar 17-19 [Interphex 2009 New York](#)

Apr 22-23 **ISA** Canada Calgary

Apr 29-30 [ENTELEC 2009 Houston](#)

Middle East Workboats Exhibition, 5-7 October 2009, Abu Dhabi



C) Automation market - contacts & gross potential

XXXXXXXX SE: xx monitor/y

XXXXXXXX DE: xx monitor/y

XXXXXXXX FR: xx monitor/y

XXXXXXXX SE: xx monitor/y

XXXXXXXX NL: xx monitor/y

XXXXXXXX FI: xx monitor/y

XXXXXXXX NL: xx monitor/y

XXXXXXXX UK, xx monitor/y

XXXXXXXX UK, xx monitor/y

XXXXXXXX NL, xx monitor/y

XXXXXXXX DE, xx monitor/y

XXXXXXXX DK, xx monitors/y

xx monitors/y

+ XXXXXXXX NL

XXXXXXXX DE,

XXXXXXXX NO,

XXXXXXXX NL,

XXXXXXXX NL



D) Inland navigation market - contacts & gross potential

XXXXXXXX BE: xx monitor/y

XXXXXXXX DE : xx monitor/y

XXXXXXXX CH: xx monitor/y

xxx monitors/y