

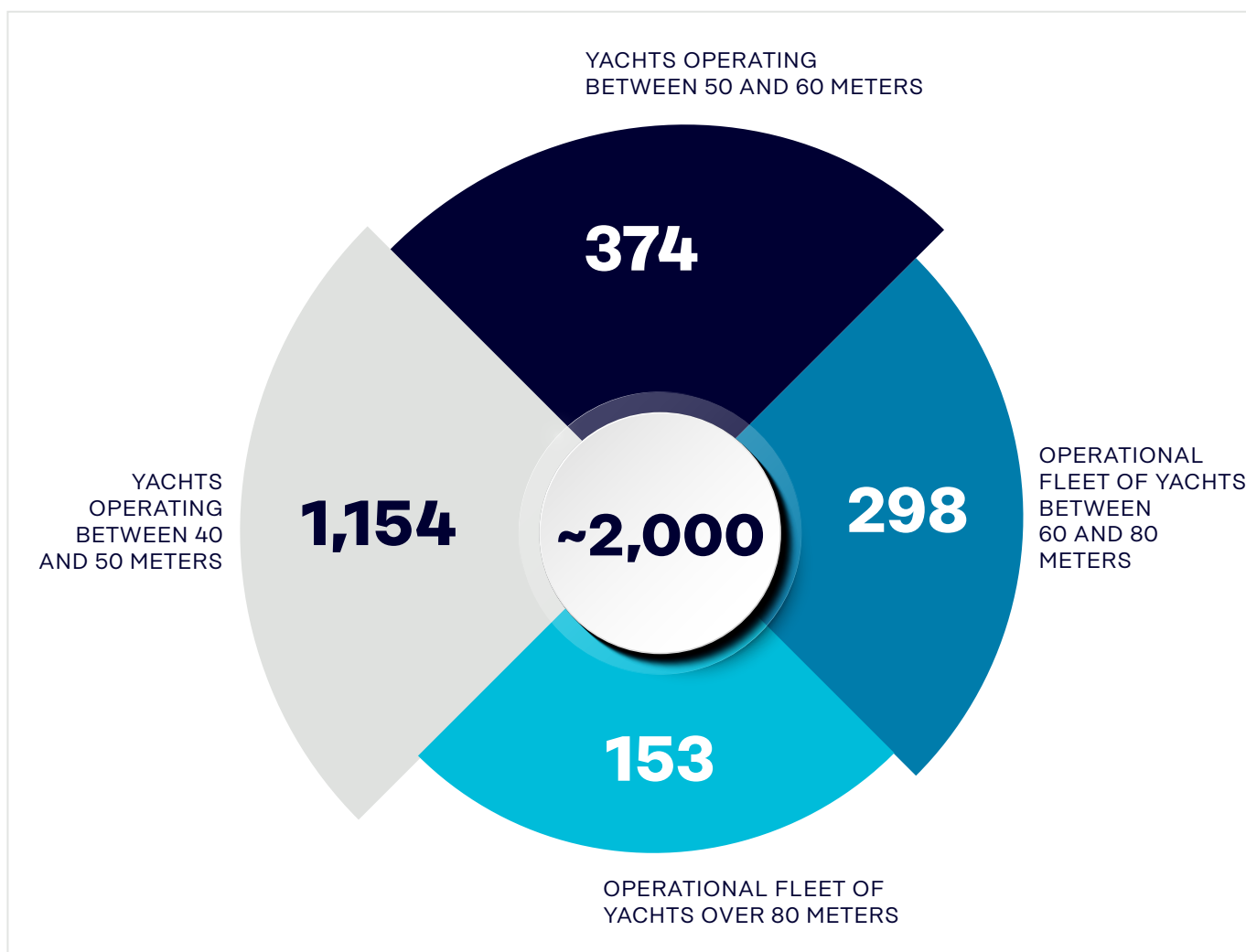


Superyachts segment and RINA's commitment

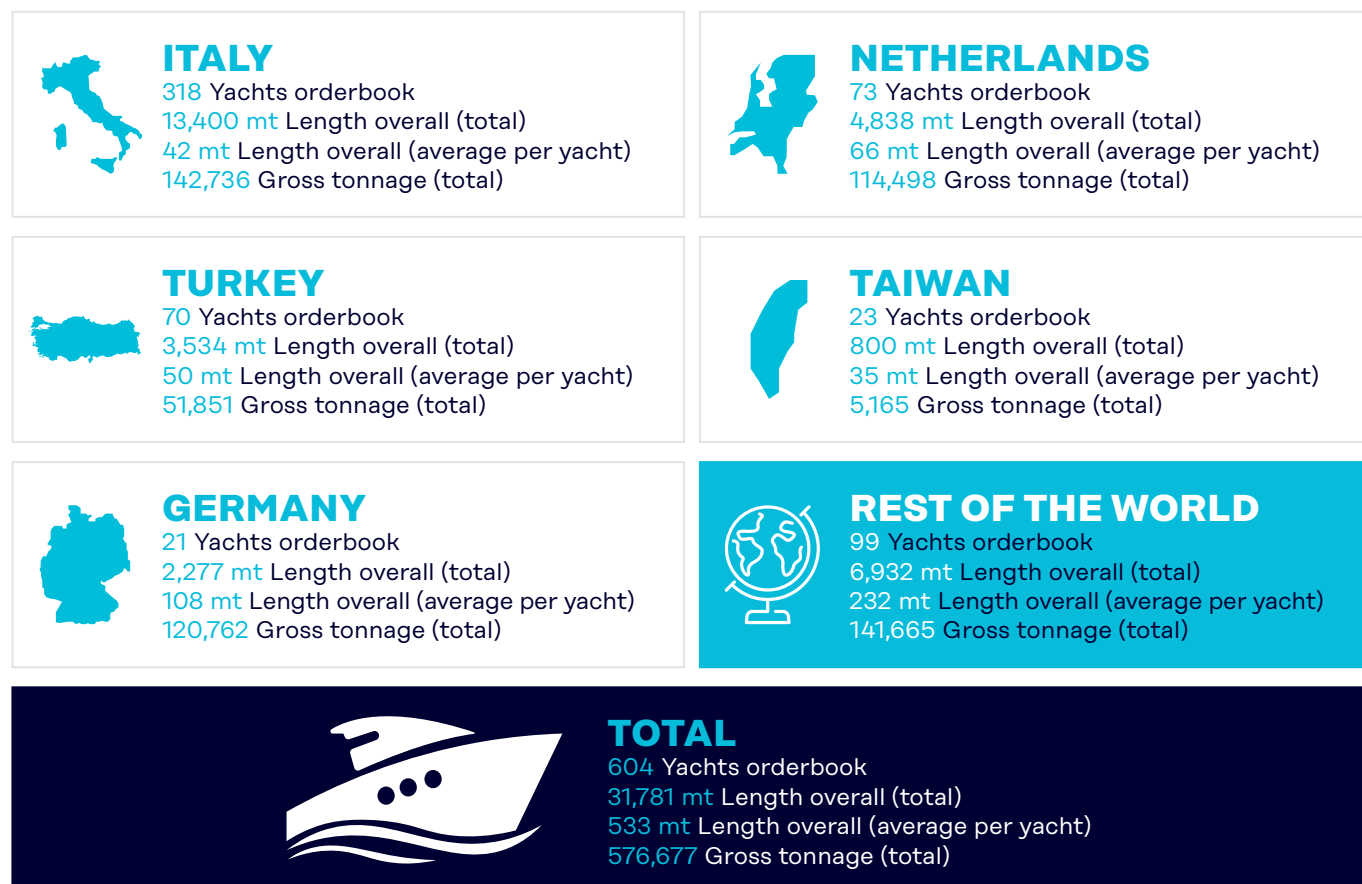


A superyacht (or megayacht) is a large, luxurious motor or sailing yacht with professional crew, ranging from 40 and up to 180 meters in length.

In 2021



The major yacht-building countries (Jan-May 2022)



Superyachts in 2021

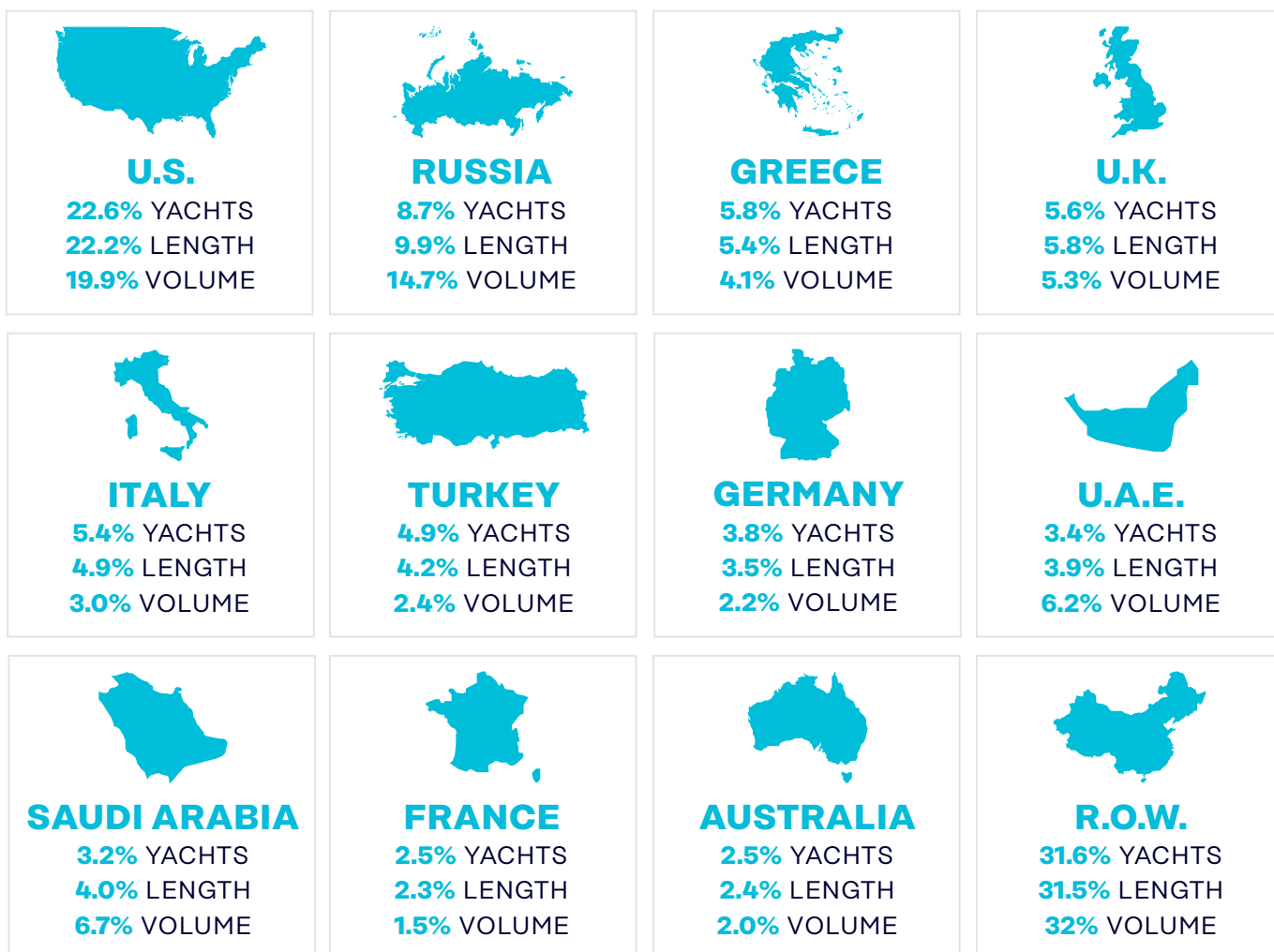
The yacht industry recorded a stellar performance in 2021, with sales of both new and used superyachts setting new records. Specifically, sales of yachts between 30 and 40 meters more than doubled and nearly tripled for the 60 to 80 meter segment.

	2020	2021
40 - 49.99 mt	39	62
50 - 59.99 mt	13	24
60 - 79.99 mt	11	28
80+	9	14

Owners of superyachts

By number of yachts, length and volume.

During 2021, U.S. buyers further expanded their share of newbuilding ownership in terms of number of yachts, as did Russian, Greek, Turkish, Saudi, French, and Australian shipowners. However, in terms of total volume, Russian shipowners have significantly increased their share, narrowing the gap with U.S. shipowners.





Superyachts top buyers countries

Yachts under construction

The United States and Russia are the top buyers of superyachts, according to The State of Yachting (2022) report. In third place is Turkey, ahead of Germany and the United Kingdom, which occupy fourth and fifth places in the ranking, respectively. Specifically, the U.S. share of new boat ownership continues to grow and now stands at 23 percent of yachts under construction. In Russia, on the other hand, the share is 13. Australian and Canadian buyers have rejoined the ranks of the top new-build buyers, while Dutch and Qatari buyers have dropped off the list for the time being.

COUNTRY	2022 - 2026	2017 - 2021	2012 - 2016	ALL%
UNITED STATES	23%	18%	15%	18%
RUSSIA	13%	14%	20%	16%
TURKEY	2%	5%	7%	5%
GERMANY	4%	5%	4%	4%
UNITED KINGDOM	4%	5%	4%	4%
ITALY	3%	5%	3%	4%
MEXICO	3%	3%	3%	3%
UKRAINE	2%	2%	4%	3%
U.A.E.	3%	2%	3%	3%
CHINA	2%	4%	2%	3%
CANADA	4%	1%	2%	2%



How much do superyachts cost?

On average, a 100-meter superyacht with a maximum speed of 25 knots and 50 crew members should cost about \$300 million. Considering that the 30 largest superyachts are all longer than 100 meters, they can often cost much more.

Trends

Each superyacht includes several pastimes on board, such as foiling (the use of a board or hydrofoil to surf), particularly the electric Lift eFoil. In recent years, then, yachts have also begun to incorporate more gamification, with large monitors, virtual reality, and gaming stations.

Where do superyachts sail?



Mediterranean



Caribbean



RINA was the first classification body to dedicate personnel in the recreational boating industry, creating special class rules for pleasure and charter boats back in 2005. This year the society is taking a further step forward in this area by creating a totally new brand for recreational boating: RINA MAXIMA. The new brand will focus on custom-built yachts. For this, the company has set up a dedicated team that offers a suite of services and a portfolio of digital tools to ensure clients stay ahead of the market. Below are the pillars of RINA MAXIMA:

1. Digitization

Our digital fleet management proposition is based on:

- Remoting assets and monitoring key performance indicators (OPTIMUM)
- Leveraging new technologies to improve on-board working conditions (ELB, IHM, remote inspection)
- Flexible software solutions that can be customized to specific operational needs (SERTICA)

2. Cyber Security Services for Superyachts

This service aims to increase cyber preparedness capabilities, from the shipyard to shipowners and fleet managers. Our solution aims to protect data (confidentiality and privacy) from an early stage through the concept of security by design, with the possibility of achieving Cyber Resilience notation.

3. Noise & Vibration for Superyachts

This is the suite of services that addresses the problem of noise and vibration on board, from prediction studies to measurement evaluation. Today it is an even more comprehensive solution with the new Comfort for large yachts notation and the use of more technologically advanced tools. In a more comprehensive approach, the Dolphin notation also covers noise emitted underwater.

4. The RIG certification

This certification is based on a direct calculation approach using state-of-the-art software, Rig Edge, and is geared toward ensuring compliance with major commercial yacht codes even for passenger yachts carrying up to 36 people.

5. Decarbonization and sustainability

RINA, having expertise in alternative fuels, can support the superyacht industry by providing rules and guidelines for the design and certification of yacht systems related to alternative fuels such as hydrogen and methanol. In this sense, the Sustainable Yacht notation addresses environmental and social objectives together for the first time. It is the result of compliance with the sustainability criteria outlined in the Green-Plus, Comf Large Yacht, MLC Design, Biosafe Ship and other challenging goals.

6. Ship model approval on shared platform

The new approach to the plan approval process allows for more efficient collaboration between the designer and our engineer. Specifically, this approach is based on the RINA software platform that has the following features:

- Ability to simultaneously upload and work on the 3D model or 2D plans of the yacht
- Availability of all necessary metadata for the current, design or approval phase, for any element at any step
- Extended viewing and search capabilities
- Ability to record notes and observations
- Ability to record full history of changes made and comments exchanged
- Creation of a digital twin of the yacht