

INTERGROUP



Seas, Rivers, Islands
&
Coastal Areas

SEARICA EVENT

FROM BOATING AND WATER-BASED TOURISM, DEVELOPING A EUROPEAN AND SUSTAINABLE NAUTICAL TOURISM

13 JULY 2022 | 14:30 – 16:30 (BRUSSELS TIME)

HOSTED BY MEP JAN-CHRISTOPH OETJEN, SEARICA VICE-CHAIR FOR MARITIME TRANSPORT AND THE NORTH SEA

ORGANISED BY:



CPMR
CRPM



New Challenges & New needs for European Maritime Tourism



Mr **Olivier Albahary**, General Manager at GlobeSailor and **Representative of the French marine leisure industry federation (FIN)**.



The French nautical industry :

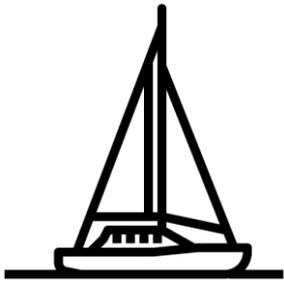
- 5000+ companies
- ≈ 45 000 employees
- 5.3 billion euros annual revenue



- Travel & sailing agency – 60 employees
- Network of +400 professional charter fleets
- 40M€ annual GMV

Blue Tourism is a Significant & Growing Market

Iconic activity : The weekly yacht charter



≈ 20,000 sailing yachts for bareboat charter with professional operators worldwide
30% of which are catamarans



10 % operated by french companies
↔ **90M€** revenue

A large & diverse market...



- ✓ Motor & RIB
- ✓ Long-term charters + day charters
- ✓ Cabin charters, sailing courses
- ✓ C2C

= **230M€** revenue
in France in 2021

Growing & Changing



+ 5% annually



X2 skippers hired in the last 5 years

New challenges

Ecological transition & Sustainable growth



Products

- Eco-designed & durable boats
- Recycling



Infrastructures

- Improved port capacity
- Light mooring development
- Think new storage solutions



Practice

- Educating sailors & crew about the protection of marine resources

New Needs

Mutual recognition of boating licenses



Where are we?

- Strictly national rules
- Lack of cooperation between national administrations
- Legal insecurity is an obstacle to the economic development of the sector



- Ineffective diploma recognition system
- Lack of mobility & difficult careers for skippers
- Daily concern for yacht charter companies
- Insufficient accompaniment for inexperienced sailors

What we need

- Better cooperation at the European level
- Harmonization of the rules / Mutual recognition of national licenses
- Developing a legal framework for the mutual recognition of skipper qualifications for small commercial vessels at the EU level



FÉDÉRATION
DES INDUSTRIES
NAUTIQUES



Thank you for watching