

International Multihull Show set for April

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12-16 April 2023



13th International Multihull Show in La Grande Motte © multicoque-online.com

Serving multihulls and the sector

2022 will go down as the most successful edition and a real shot in the arm for us as organisers. The Multihull Show returned completely invigorated allowing this fantastic adventure to continue.

The launch of the trade campaign is living up to its promise with the press conference for the 2023 edition held at the Nautic boat show in Paris and it took on an international dimension at the BOOT show in Düsseldorf. The start of preparations for the 2023 edition is well under way.

The most noteworthy aspect this year concerns the leading yards, who will be displaying almost their entire range with a wide array of motorised versions and an even more striking diversity with the arrival of some new boat builders. With boats becoming longer and wider, we are going to have to adapt to make the most of the space to display the boats in the water and ensure the best presentation possible for the 70 multihulls that will be moored up in the harbour in La Grande Motte.

While the aim of this show remains the display of the fullest range of boats on the global market, it is also the case that it is within the exhibitors' village that the most striking change can be seen this year. The sector is working flat out to accompany boat builders with their inexorable development.

We can also see the determination shown by builders to come up with increasingly ecofriendly solutions for sailing. Hybrid propulsion systems and all that goes with these concepts will be well represented at the next edition. Limiting the impact on the environment remains our priority and that of the entire sector.

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We are looking forward to the spring, when we will be able to share our passion for multihulls and the sea at this fourteenth edition. Hoping to see you from 12th April!

Philippe MICHEL & Frédéric MORVANT

Some facts and figures about the global multihull sector in 2022

As we look forward to the 14th edition, we can see that the enthusiasm of the public for multihulls remains intact and has indeed become even stronger. The two year absence of this event entirely dedicated to multihulls has had no impact on the commitment of exhibitors, partners or the general public. Even more of them turned up and we are delighted to see such enthusiasm. The Show is now a major date on the international sailing calendar that cannot be missed. New boatyards, equipment manufacturers and suppliers have joined this event, which is the most rewarding outcome for us.

The domestic production

The turnover of France's marine industry was 1.36 Billion €, with the multihull sector experiencing a quite considerable turnover of 523 million €.

This figure takes on even greater significance, when it is compared to the 825 million € for the sailboat market, including both monohulls and multihulls. The 8.4% decline to 800 million € we have observed over the past few years, is down to the Covid effect, so is not that significant.

France remains the world's leading player in the production of catamarans and trimarans, with a market share of 70% for the sailboat sector. Production is divided up between multihulls (64%) and monohulls (36%), reflecting the latest developments and trends, which show a favourable move towards catamarans and trimarans.

Looking at overall production in France of sailboats and motorboats, the market is divided up in the following way:

- Fountaine Pajot: 280 units/year
- Bali/catana: 220 units/year

They are followed by the Outremer, Privilège, Neel, Excess, MarsaudonComposites brands among others. Their overall production comes to around 100150 boats per year.

An international market

With no official figures available, global production of multihulls is estimated to be around 1500 units.

- 1200 sailboats (80% of the market)
- 300 motorboats (20% of the market)

Behind France, South Africa is the world's second largest producer - the Robertson &Caine yards produce between 180 and 200 units each year and figure among the world's leading builders.

After them, there are brands with a lower level of production, which add to the diversity of this thriving sector.

We are certainly not lacking projects around the world and the multihull club design area at the heart

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world, is a clear expression of that.

Mototboats: a new market

We can note growing enthusiasm for motorised catamarans (around 300 per year) and this is particularly the case for larger boats.

To remind you, here are some of the many arguments in favour of catamarans: ratio of length to volume, stability, lower consumption, Friendly living space, reduced draught, etc.

Charter market

After coming to a sudden halt for two years due to the pandemic, the charter market is back in business and has regained its previous good health.

Large charter fleets like Dream Yacht Charter, Sunsail, Moorings, Kiriacoulis and Navigare represent 35 to 40% of overall production and sales for boat builders.

Nevertheless, these major charter companies are not the only ones in the market and smaller local charter firms have also fared well with a more personalised approach.

Sales between private individuals have been constantly growing, and the appearance of companies like VogueAvecMoi, Sam Boat and Skippair, to name but a few, is a good example of this trend.

Today, new clients tend to favour chartering boats rather than buying them. The opportunity of choosing from a wide range of sailing areas and the increasing number of bases available has clearly encouraged the move towards charter management.

This helps explain why renewal programmes carried out by charter firms have met with such success.

The future

Innovation and ecoresponsibility are also moving forward and the ARCHITECTS, INNOVATION, DESIGN area is a way for start ups to come and show off their products. This area, which is the only one of its kind, continues to act as an incubator for innovative businesses, displaying a wide range of the latest technologies for multihulls.

We are now living in a digital world and boating is no exception to that. It is clearly visible when we look at the progress made in terms of safety, sail technology and composite materials... The next edition of the International Multihull Show will be the best way to discover all that.

Source: M2Organisation study / The French Marine Industries Federation report from 2022.

Edition2023: The rendezvous 100% multihull!

- 5 days dedicated to the multihull world
- More than 15 000 visitors in an active approach
- An international public with 55% of foreigners
- A real diversity with more than 60 exhibited multihulls

Outremer 52 world premiere

The avantgarde, benchmark for bluewater cruising.

Inspired by the Outremer 55 and successor to the legendary Outremer 51, the Outremer 52 combines the best of two of the shipyard's iconic models to deliver the new standard in ocean cruising.

The Outremer 52 has been designed based on the observation of the owners' needs and uses. While performance and safety have always been the basis for the design of Outremer catamarans, simplicity of navigation and quality of life on board are the two essential components that completes the specifications of Outremer teams.

Surrounded by the best naval architects (VPLP), and great names in French design (Patrick Le Quément, Darnet Design, Saguez & Partners), the Outremer shipyard has engineered a smart and seaworthy boat for the ultimate bluewater cruising experience.

Leopard 40PC European premiere

With its sharp lines and very contemporary design, the new Leopard 40PC is immediately identifiable as part of the new generation of Leopard power catamarans.

The Leopard 40PC is a totally new model, in line with the Leopard 53PC and Leopard 46PC. It offers an entirely new volume and comfort, particularly in the cabins. Finally, the performance at sea, speed, fuel consumption, stability, and reliability, is in line with Leopard Catamarans' world leadership in this segment.

Marsaudon Composites

Built in Brittany by Marsaudon Composites and taking advantage of the best technology and experience ocean racing, the ORC (Ocean Rider Catamaran) range include 3 marines and efficient model 42,50 and 57 foot. True link between racing and cruising.

This shipyard makes luxury catamaran with fiberglass or carbon vinylester for a demanding clientele. Marsaudon Composites design and build light, fast and safe catamaran range for all weather conditions. Flowing line, muscular look and sports structure are adapts for efficient sailing. It also give to ORCs real pleasure at the helm, liveboard space and far offshore cruising sailing promises.

Word premiere at the International Multihull Show in 2022, the ORC 57 will be again exhibit this year with different conception, concretization of shipyard variety knowhow.

Zoom on the show afloat

Among the other boats previewed:

- AURA 51
- C-CAT 37 - C-CAT 48
- DRAGONFLY 28 - DRAGONFLY 32 - DRAGONFLY 40
- ELBA 45
- EXCESS 11 - EXCESS 14
- ISLA 40
- LAGOON 42 - LAGOON 46 - LAGOON 51 - LAGOON SIXTY 5
- LEOPARD 42 - LEOPARD 45 - LEOPARD 46 POWERCAT - LEOPARD 50
- LEOPARD 53 POWERCAT - MY 4.S
- NAUTITECH 40 - NAUTITECH 44
- NEEL 43 - NEEL 47
- OCEAN CLASS

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- OUTREMER 45 - OUTREMER 55 - POWER 67
- PRIVILÈGE 510
- SUNREEF 70
- SUNSAIL 454
- TH 36

Each year, Boats Group carries out a study of the secondhand multihull market. Here is an extract from the 2023 study.

Worldwide, there are 2,425 multihulls listed on YachtWorld as of January 2023, which is 10.9 % more than last year (2,168).

In Europe, this number is 1,670, which is 8.6 % more than last year. On Annonces du Bateau, the leading boat marketplace in France, this number is 286 (17.2 % more than last year).

Across all Boats Group portals in the world, this number is 3,571 (12.8 % more than last year). Across all European Boats Group portals, this number is 2,512 (7.5 % more than last year).

The top 3 brands in Europe by number of multihull sailboats announced and by number of page views as of January 2023 are Lagoon, Fountaine Pajot and Bali.

Over the last 12 months, multihulls were sold faster than the year before, a trend that's been going on since the pandemic:

- Worldwide, on all Boats Group portals, multihulls were sold 9 % faster (32 weeks in 2022 vs 35 weeks in 2021).
- On European BG portals, multihulls were sold 2 % times faster (44 weeks in 2022 vs 45 weeks in 2021).
- In France, multihulls were sold 25 % faster (39 weeks in 2022 vs 52 weeks in 2021).

Come to La Grande Motte to discover the complete study!

Zoom on the exhibitors village

HARKEN (new exhibitor)

[Harken](#), Inc. is a leading manufacturer and distributor of innovative sailboat hardware and accessories. Headquartered in Pewaukee, Wisconsin, Harken manufactures in the USA and Italy.

Its network includes distribution in 48 countries, with group offices located in Australia, France, Italy, Netherlands, New Zealand, Poland, Sweden, the United Kingdom, and the United States (Rhode Island, California, and Florida).

For more information visit www.harken.com

OCÉAN DÉVELOPPEMENT (new exhibitor)

The Océan Développement shipyard is pleased to present the MODX 70, a 100% renewable energy pleasure catamaran packed with the latest generation of innovative technologies. This 70' catamaran is the result of 10 years of experience in the development of sustainable, accessible, efficient and responsible sailing. It is the first vessel combining 2 automated propulsion systems: inflatable wings on retractable masts and electric motors with variable pitch hydrogeneration systems.

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During the show, Océan Développement and its partner Aeroforce will also premiere the prototype of its inflatable wing on a retractable mast developed for the MODX 70. Come and experiment a hands-on demonstration of an innovative solution.

More information on www.modxcatamarans.com / www.aeroforce.fr

Transfluid et Bellmarine (new exhibitor)

Transfluid and Bellmarine, Italian and Dutch company, produces transmission equipment for 60 years, leader in industrial transmissions, manufacture a range of hybrid and electric propulsion and of permanent magnet electric machines from 1,5 kW up to 260 kW power.

The marriage between the two companies now makes it possible to offer a range of electric and hybrid propulsion adapted to many type of marine, river or offshore applications, professional and leisure boats.

www.transfluid.eu
tffrance@transfluid.eu

On The Rocks (Photo-Video exhibition)

From an ordinary material, ice, we propose a voyage through space and time... Ice is made of water. In the sea, there is a lot of water... but less and less ice. Discover unusual images in a different way. What seems so banal to us at first sight, within reach, so close. Unless it is so far...

This exhibition is made possible thanks to the support of: m2Organisation, Lagoon, Excess, AGL, Harken, Lafourcade/Yacht Broker, Nanni, Pochon, Darnet, BerretRacoupeau, Multitech, VPLP, Yacht Solutions.

Nicolas Claris, photographer Romain Claris, videographer

www.art.claris.fr/On_the_rocks

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