



Manifesto
Boating matters

24,000 companies mostly SMEs based in Europe = Over 200,000 direct employees, 36 million boaters, 48 million people enjoying watersports, more than 6 million boats in Europe.

The blue economy already generates more than **€ 500 billion** a year (**4%** of the EU total economic output)^I and the nautical tourism sector creates up to **234 000** jobs and generates **€ 28 billion** annual revenue.^{II} The boating industry participates fully to these economic benefits; it is estimated that the nautical sector stimulates other activities along the entire supply chain in a ratio of about 1 to 6.^{III}

Boating contributes to the economy – it also contributes to the cultural and social wealth of Europe. The boating culture fosters relaxation, exercise and experience of nature. The range of boating activities allows to promote both lifestyle and sport. The EU is a frontrunner with respect to innovation and technological processes and the quality of the production is widely acknowledged worldwide, putting Europe as a synonymous of quality. The boating sector has much more potential – provided that the right conditions are in place and that it can overstep its challenges. **80%** of the rules and regulations applied to the boating industry have their origin at EU level : the right framework and support of the EU Institutions is key to a healthy industry.

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*Sustainable
Innovation*

SMES

Growing

Harmonisation

Single market

Nautical tourism

Competitiveness

Skills

Skippers

International Maritime leisure



Promoting the industrial leadership

The European brand is strong, with a recognised know-how and innovative approach. We need to maintain and strengthen this competitive advantage.

EBI is supporting a strong network of Marine Industry Associations, which aim at developing, together with the European institutions, joint approaches that will strengthen capacities of the European supply chain in critical areas such as access to finance and R&D and innovation.

The European boating industry is also a worldwide leader in terms of environment and safety.

Circular economy is a key part of nautical tourism and the sector is convinced that to thrive economically, it also needs to take into account the full cycle of its products^{IV}. End-of-use boats is an important and complex topic which the sector wants to address throughout the entire value chain.

Safety of users is a priority, and standards for personal protective equipments are essential – without them unsafe any product may enter the market, creating distortions and jeopardizing users' confidence.

Improving training & skills for boating jobs

There is no common European framework either for the acquisition of the required skills or vocational training in the boating industry – this applies to both industrial jobs and service jobs.

Charter companies and individual skippers complain about the lack of acceptance of professional qualifications acquired in another Member State by EU Flag States for **professional skippers** working on vessels up to 24m in length.

Boatbuilders experience a shortage of **skilled workers** (e.g. painters) In order to encourage **mobility** for workers who already face the challenge of seasonality, and to attract workers in the sector (and as such to provide even more jobs in Europe), European Boating Industry works towards the recognition and **mutual acceptance of qualifications**,^v and towards raising awareness about the job opportunities of the boating industry.

Streamlining administrative & fiscal requirements for boating activities at EU, national, local levels

The European boating industry is mainly composed of SMEs and family business. Administrative burden should be kept to a minimum and legal certainty is essential.

Since 1998, all recreational craft must comply with the same safety and environmental requirements in Europe . The European boating industry has been supportive of this approach and of the development of **international and harmonised standards** for the industry.

There should be more resources allocated to **market surveillance** which is a key ingredient to make the single market a reality. To ultimately achieve a level-playing field, the industry also calls for harmonised VAT rates across Europe.^{VI}

The sector is highly internationalised and supports three main principles of trade: **tariff elimination, regulatory coherence and reduction of technical barriers to trade.**

Demand for our products is highly elastic and sensitive to even small changes: the trade dispute between the EU and the USA (which represent 80% of the boating industry) threatens growth, jobs and innovation.

Being an attractive sector for both new-comers and regular users

An ageing society and changes in demand patterns have led to new models of consumption.^{VII & VIII}

More and more, our users want to enjoy the delights of boating without ownership, via the shared economy. This can be a source of new opportunities for the industry which is adapting, if the right conditions are in place – including **legal certainty and flexibility for innovative business models**.

Tourism needs a consistent **European** policy, supported by a **specific budget line**. This would be the most realistic way to move towards jobs creation and growth.^{IX}

Tourism also needs to be **sustainable**. The European boating industry embraces this idea especially as its users rely on a clean marine environment to truly enjoy boating. The industry acts responsibly and in cooperation with various stakeholders including environmental NGOs, and advocates for **access to water**.



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The European Boating Industry represents the interests of the European leisure marine industry and its members. Our work facilitates our members' access to the EU Single Market (for boating industry – a harmonised market) of all Member States and over 500 million people. EBI is one of the signing organisations of the Tourism Manifesto and of Industry4Europe.

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