

Overview: Industry riding high, but can growth rate be sustained?

Exports and confidence continue to rise, as the industry gets ready for what it predicts will be another good year

WORDS: BELINDA SNELL



The Boating Economic Forecast panel in Genoa

added value worth around €12bn, including subcontractors, commerce, services, repairs and the charter segment.”

The latest industry figures show that Italian boat production generated €2.5bn in turnover in 2018, or 58.8% of total industry turnover. This was followed by marine equipment at €1.16bn, engines at €358m, and refit, repair and maintenance services at €243m.

Cecchi continued: “The internationalisation of the sector is evident from the share allocated to exports: 75.4% of domestic production was in fact placed on foreign markets for an amount equal to €2.7bn, up 10% compared to 2017. Domestic production directed to the Italian market (equal to 24.6%) was €878m, up 11.3%.”

The contribution of the boating sector to the national GDP has also increased, rising from €3.2bn in 2017 to €3.5bn in 2018.

As for 2020, a study carried out by Confindustria Nautica’s Research Department across the association’s members in relation to their order portfolios for the year ahead is overwhelmingly positive. The analysis shows that 62% of all businesses are seeing an increase in revenue in their 2020 orders (37% say growth will be below 5%; 14% that it will be between 5%-10%; and 11% are looking forward to an increase of over 10%). As for the remainder, 27% predict a year of stability and just 11% expect a contraction in revenue compared to 2019.

Following on from a successful Genoa Boat Show in September last year, the ➔

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Solid 2020 predicted with confidence remaining high

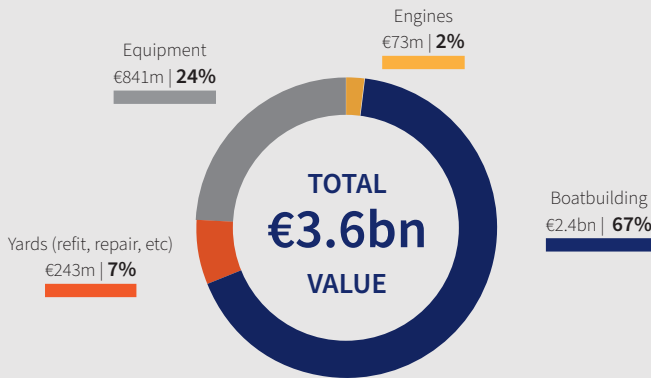
The Italian leisure marine market recorded its fourth consecutive year of growth in 2018, with total revenues up 10.3% over the previous year to €4.27bn. Saverio Cecchi, president of Confindustria Nautica (the trade body that, since January this year, now comprises members of UCINA and Nautica Italiana), told *IBI* that the outlook for 2019 is equally positive. Based on current balance sheet predictions, 2019 should see an estimated growth of 9.7% – up 11.1% for shipyards and 6.9% for accessories and motors. Growth is largely attributed to exports, with Italian boat production now worth over €2bn in foreign markets.

“Over the past two years the sector has grown by 20% in terms of direct employment,” Cecchi told *IBI*. “An impressive 22,000 joined, along with an even more impressive 180,000 total jobs throughout the supply chain, generating an

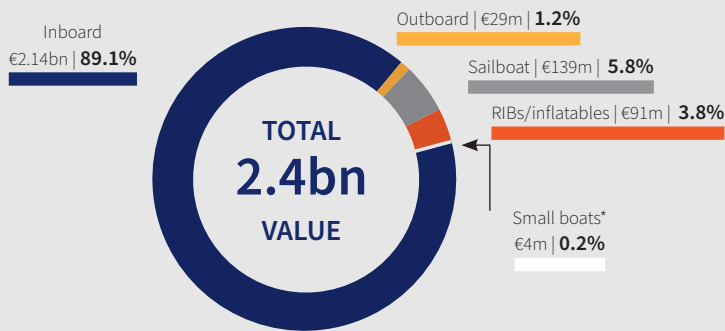
ITALY | STATS & FACTS

COMPILED BY ARLENE SLOAN

ITALIAN MARINE INDUSTRY PRODUCTION TURNOVER



PRODUCTION TURNOVER BY CATEGORY



*Inboard boats include sterndrive and jet drives; Small boats incl. all boats <2.5m, dinghies, race sailboats, boards, canoes, kayaks, paddle boats, etc.

ITALIAN BOATING INDUSTRY

€4.3bn total industry turnover (+10%)
 (+9.7%) est. 2020 growth
180,000 jobs across all sectors
725 boatbuilders
€2.4bn boat production turnover (+13%)
2,300 boats produced (est.)
€2.1bn in boat exports (+13%)
379 superyachts on order
37m avg. superyacht length
€841m equipment production turnover (+9%)
€436m in equipment exports (+9%)

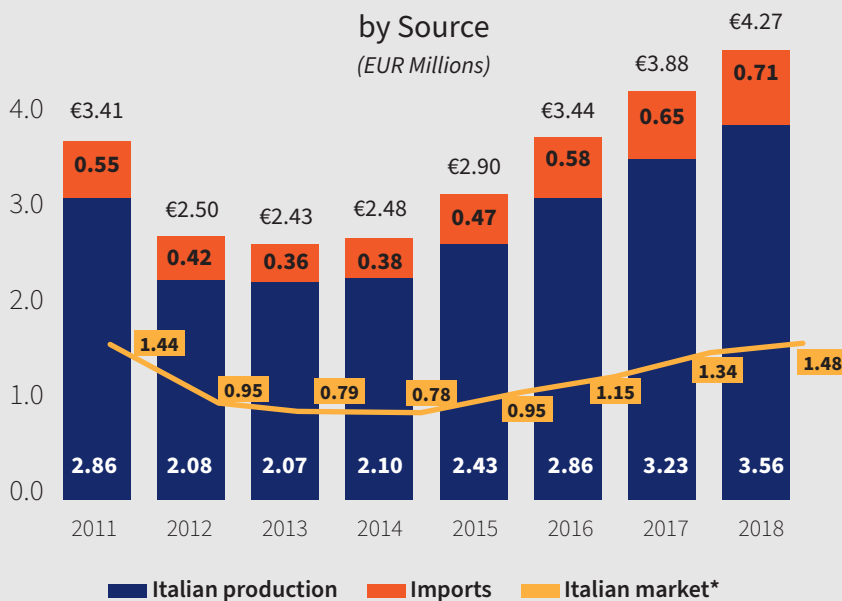
BOAT PARK

97,500 registered boats (-0.3%)
 → 81% motorboats | 19% sailboats | 0.2% superyachts
 → 54% boats < 10m
900 new boat registrations (-0.4%)
480,000 unregistered boats (est.)
7,830 boats per km/coastline

BOATING FACILITIES

86 marinas
459 multi-purpose ports/docks
236 berthing points
160,690 berths | **4** boats per berth

Total industry turnover



ITALY'S TOP BOAT EXPORT MARKETS

COUNTRY	€ MIL
US	410.7
Cayman Islands	210.9
Malta	204.4
British Virgin Islands	175.1
France	156.6
UK	80.1
Hong Kong	69.3
Turkey	59.6
Spain	39.6
UAE	38.3
Marshall Islands	32.4
Australia	24.9
Germany	22.3
Singapore	21.6
Gibraltar	20.8

enthusiasm for 2020 can be felt at this year's events too. As IBI went to press, the 18th edition of Seatec, the trade show for technology, components, design and subcontracting applied to recreational boating, was coming to a successful close at Marina di Carrara. For the first time, large shipyards were promoted in an exclusive Shipyard Lounge that covered a 400m² area where each yard had its own dedicated space. More than just a simple VIP Lounge, it was a multi-faceted area where shipyards were able to hold B2B meetings reserved for exhibitors at the show, arranged beforehand with

“ The 2019 Global Order Book shows Italian shipyards once again at the top, accounting for an unmatched 46% of orders across the globe ”

individual schedules.

Meanwhile, Italy continues to lead the world in superyacht production. The 2019 Global Order Book shows Italian shipyards once again at the top, accounting for an unmatched 46% of orders across the globe. Inflatable units from Italy are also leading the global market in the over 7m segment, while accessories and components are seeing positive trends too, demonstrated by the significant increase in exhibitors at the Genoa Boat Show over the past four years. Last year alone saw accessories brands request 35% more space to showcase their products. **IBI**



2020 event will welcome bigger yachts

Viareggio show: New dates and location

THIS YEAR'S VERSILIA Yachting Rendez-vous (VYR) will be held from May 28-31, taking up a more strategic position on the calendar of nautical-related events.

VYR 2020 will also have a new location: starting from Via Coppino it will extend to Viareggio Dock, a body of water better suited to the hosting of larger yachts with deeper draughts.

These are the first new details to emerge regarding the fourth edition of the Versilia Yachting Rendez-vous, which attracted more than 22,000 visitors to Viareggio last May – 10,000 of whom were professional operators.

According to the organisers, the change of date is the result of “growing interest in the show” and allows VYR to promote itself as the only spring exhibition dedicated to the nautical world.

As for the new location, it is claimed to be better equipped to welcome the yachts and megayachts that can be more easily hosted within the VYR exhibition circuit. In addition, the piers, that will be wider and better structured, should make for a more flowing path through the exhibition, that extends around the perimeter of the dock. The organisers say it will also allow for additional services and facilities to be provided to visitors.

YARE: Returns for 10th annual edition

YARE, THE INTERNATIONAL aftersales and refit event dedicated to the superyacht sector, is returning to Viareggio in March for its 10th annual edition.

Around 100 superyacht captains will descend on Italy's yachting capital on March 18 for three days of business meetings and in-depth discussions. This year the popular B2C-Meet the Captain event will be split into two half-days and have its own dedicated app, providing a unique opportunity for pre-arranged, face-to-face meetings between captains and refit and aftersales companies.

Innovation, technology, perspectives and market trends will be the topics discussed during the workshops of The Superyacht Captains' Forum. The annual meeting explores the state of the market, dynamics and future prospects by analysing and comparing the sector data.

YARE is organised by NAVIGO, a research



YARE president Vincenzo Poerio

and innovation service centre for the nautical sector, and endorsed by SYBAss, the international superyacht builders association. The organisers describe it as a “strategic event due to the important presence of captains and top international shipyards operating in the Mediterranean and North European area.”

Around 100 captains currently at the helm of yachts from 30m-60m and above will be attending

YARE 2020. Most represent private ship owners. Yards and companies will include Lürssen, Sanlorenzo, Overmarine, Amico & Co, Pendennis, Palumbo and TRS Refit, along with representatives from Port Vell, Porto Mirabello, Marina di Arechi and West Istanbul marinas in attendance.

Over the past decade, YARE has hosted 1,000 superyacht captains and 1,400 companies, resulting in some 13,000 meetings, it is claimed.

Show preview: Venice 2020

Winning hearts comes naturally to the city of Venice, but can it win minds and consolidate its position in the global leisure marine industry calendar?

WORDS: ED SLACK

The inaugural Venice Boat Show was billed a success by the event organiser last year, attracting some 27,000 visitors over its six-day run in June. Few could argue with the capacity of the location to lure potential buyers, or the majestic appeal of the Arsenal venue, but can this year's event increase its international contingent of exhibitors and smooth out the logistics of moving visitors through the city's canal network? *IBI* talked to the show's director of communications, Fabrizio d'Oria, about this year's event and what lessons have been learned.

How will the 2020 event be different from the first show?

This year we will host more sailing boats and concentrate on environmental issues with hybrid and innovative engines as a main topic. The Venice Boat Show is growing and living an evolution that we are trying to concentrate on what we call a 'full floating experience'.

What did you get 'right' last year and where do you need to improve?

What proved successful was the multi-faceted appeal of the first event – we not only focussed on the commercial aspect but also on culture and entertainment, to appeal to different target groups of visitors but also to local citizens. Venice is a key location, a starting point for centuries for journeys along the Croatian coast, Montenegro and Greece, finally ending up in Istanbul. Our perspective is very different from the other boat shows in the Mediterranean, that mostly vie for the same 'market' and fight for a leadership by pushing shipyards to be always present, with high costs for them. No other city hosting boat shows on the sea can boast an airport as efficient as Venice. Furthermore, Venice has beautiful locations to host dedicated events with



More sail and innovation for 2020, says d'Oria

ship owners and potential clients.

But there are areas we know we can improve – we want to extend the space for sailing boats within the Arsenal, to raise awareness of new technologies and, from the infrastructure point of view, provide more comfort for the visitors and the hosts.

What improvements will be made for the 2020 edition?

We will have a greater number of important shipyards, so the show will be bigger. We're also pushing the environment and sustainability side, hosting conferences, design challenges and other initiatives. We have recently obtained the ISO 20121 certification by Bureau Veritas Italia for the sustainability of the event from the environmental, social and economic point of view in the planning, management and implementation phases.

The first Venice show had a very 'Italian' feel – are there plans to further internationalise the show?

Venice is a true international city, and it is perfect for a complete experience that combines heritage and business. Last year it was the first edition and the event needs time to grow and to be trusted by a wider audience. We also believe that the Italian atmosphere coming from the high value of the venue, the historic Arsenal of the City, makes the event a very special and unique experience. Don't forget that we mostly sell 'Made in Italy' and Italian boats to foreign clients. International shipyards come here for the same reason, to compete with the Italian design and to offer a wider selection of boats.

Can you give me an indication of exhibitor numbers so far?

We are still taking new arrivals – the submission deadline is February 29 – but at present we can't divulge too many details. Last year approximately 30,000 people visited the show and we expect a bigger number this edition. But our goal is not to have massive presence but higher quality.

The capacity of the venue will be extended this year – both on water and on land, inside and out. The Arsenal at full capacity can host some 100 boats.

How is the show linking up with other events in the city?

This year the International Exhibition of Architecture is taking place in the nearby Arsenal area (South end), on the opposite side of the Boat Show area. This event usually drives a public more interested in design which is becoming a key point in high-level yachting and a strong marketing driver for all shipyards. We're talking about wealthy visitors; people that are passionate about art and architecture and often have among their properties, a boat for leisure. **IBI**

The Capital of Yachting. GENOA, 17-22 SEPTEMBER 2020 60th BOAT SHOW **S_[n]**



Major plans are underway to turn Amico and Genoa into a superyacht refit hub

Amico gets lift into the big league

Major new investment at the refit specialist looks set to transform not just its own superyacht refit potential but the prospects of Genoa itself as a leading superyacht hub

WORDS: DAVID ROBINSON

Last October, a 4,000-tonne capacity shiplift was inaugurated at the Genoa shipyard of Amico & Co. The new facility, which cost €27m, is both an important development for this global leader as a superyacht refitter, and a key asset for Genoa in its ongoing campaign to become a leading superyacht hub.

The new shiplift, which was developed by Amico itself, allows the company to handle superyachts up to 95m (312ft) instead of 60m (197ft) previously. It also means that along with its associated special track and trestle transport system, Amico will be able to work on up to six 95m superyachts at one time.

This major project, which took two years to complete, involved the strengthening and restructuring of a 25,000m² area, including the construction of a network of underground tunnels with dimensions of 2.75m x 2.4m to allow the movement of people and equipment servicing the various projects on the hard stand. Its ecological footprint is light too – being entirely electric, the system emits

zero emissions in situ.

The shiplift is based around a submersible platform housed in a dedicated structure. It is able to rise and fall up to 10m (40ft) and allows superyachts to be hauled up to ground level through the use of synchronised hoists. The special track and trestle system completes the infrastructure of the shiplift, enabling superyachts to be moved onto the hard stand and the five new work-station slots.

Amico chairman, Alberto Amico, commented: “The construction of the shiplift springs from our desire to continue competing as a leader in the Mediterranean superyacht market... We are convinced that it represents a great opportunity and an occasion in which to make Genoa a hub of global reference for super and mega yachts, activating and strengthening a quality economic system that generates development and prosperity for the entire surrounding area, with an important knock-on effect on the city even from a cultural point of view.”

The shiplift was eligible for public funding support with Invitalia (the Italian

National Agency for Inward Investment & Economic Development) awarding a capital grant of up to €4m to Amico & Co along with a subsidised loan of up to €13m with a long repayment period. The other €10m came out of Amico resources.

Construction of the shiplift, which is seen as a crucial facility in enhancing the competitiveness of Genoa as a superyacht hub, involved 84 companies – all of which are Italian with the exception of the Dutch Enerpac company. Some 200 workers were involved on the project over an 18-month period and the shiplift will create at least 15 new jobs to Amico’s current directly employed workforce of 100 people.

In addition to the shiplift, a further €6m is to be invested in developing a new marina facility in the Darsena Nautica dock which will have 35 berths for superyachts of 30m-110m (100ft-361ft). This project is at an early stage and its final layout is still being worked on. Visible developments are expected in autumn 2020. The marina will offer priority to refit or repair projects visiting Amico, but it will also be available for guests visiting superyachts. Amico & Co is creating a hub dedicated to the reception of large yachts, their crews and owners, responding to the necessity of providing hospitality suitable for the superyachts that choose the Italian shipyard for their maintenance work, not only during their planned technical pit stops.

At a more general level, the project is an important contribution to the final goal of establishing Genoa as a superyacht home port, allowing for the siting of marine service companies, a trend which is already underway. Amico & Co’s project for the Darsena Nautica redevelopment, once completed with docks and services, is that it will become a marina dedicated to hosting large yachts, crews, owners, and, every year the location for the Genoa Boat Show.

The total redevelopment project is seen as a major boost for the ‘Genoa for Yachting’ campaign to promote the city as a leading superyacht hub. Two years ago a cluster was formed under the ‘Genoa for Yachting’ branding which now has a membership of some 35 companies that employ 700 people and have annual revenues of around €140m. **IBI**

Boatbuilders: New launches and new innovations breed optimism for 2020

Players in the market now face the challenge of maintaining the strong level of growth through 2020 and beyond

WORDS: DAVID ROBINSON



Azimut-Benetti topped the Global Order Book in 2020 for the 20th year running. This is the Azimut Verve 47

With the anticipated growth of nearly 10% for the Italian boating industry in 2019, this important sector of the country's economy will have recorded growth for the past six years since the low point in 2013. This record, plus the merger of the country's two marine recreational sector trade bodies, UCINA and Nautica Italiana, as of the end of January 2020, and the ongoing growth of the Genoa Boat Show, all reflect a strongly performing market segment facing the challenge of maintaining this level of growth through 2020.

“ The strongly performing market segment faces the challenge of maintaining this level of growth through 2020 ”

The 2019 projection comes from an initial survey of industry members which suggests that the turnover for the whole Italian boat sector will reach around 9.7% last year with boatbuilding members going higher at some 11% and just 7% for the engines and accessories areas combined.

Preliminary estimates from members of the Italian boating industry point to continued growth in 2019, approaching 10%

According to an initial UCINA Confindustria Nautica survey of industry members, turnover in Italy's boating sector is

The Capital of Yachting.

GENOA, 17-22 SEPTEMBER 2020

60th BOAT SHOW

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forecast to show growth of around 9.7%, with as much as 11% growth projected for boatbuilding and close to 7% for the accessory and engine sectors combined. If this is confirmed, or goes higher, means the full Italian boating industry will reach a total turnover of some €4.7bn in 2019.

Some 62% of the members surveyed provided a view on how 2020 looked to them based on their current order books. Of the total, 11% anticipated growth of more than 10%; 14% came in at between 5% to 10% and another 37% were looking at up to 5% growth. Another 25% envisaged a stable year and just 11% were forecasting a contraction.

All this adds on the previous six years with the full Italian boating industry having achieved a turnover in 2018 of €4.27bn which was a 10% rise over the €3.88bn of 2017. Of this total, 59% was credited to boatbuilding; 27% to equipment, 8% to engines and 6% to refit repair and maintenance. Within the total turnover, 62.9% went to export; 20.5% for the Italian domestic market and the remaining 16.6% was imports. This strongly supports the 'Made in Italy' branding which is increasingly used by the Italian industry.

The boatbuilding segment of the total industry achieved an 11.2% rise in turnover reaching €2.75bn of which over 90% was accounted for by newbuilds and less than 10% by refits. The progress through 2019 and looking ahead into 2020 follows:

ABSOLUTE

After launching three new models at Cannes - the Navetta 68, Absolute 47 Fly and the Absolute 62 Fly - Absolute announced in Düsseldorf that the last model in the Navetta range, the Navetta 64 will be premiered this year.

In its fiscal year to the end of September 2019, Absolute constructed around 85 craft compared with 75 the year previous, an increase of some 18%. Other facets of the 2017-18 financial year are that turnover also increased by 13.4% and the average size of yacht built rose from 45ft to 48ft. The company continued to expand its dealer network in places such as Dubai, Mexico and Thailand.

ADVANCED ITALIAN YACHTS

The main new project being worked on by Advanced Italian Yachts is its new A100 flagship model, which follows on from the success of the A80.

AICON YACHTS

Following the acquisition in 2018 by its majority shareholder and his financial partner, Aicon Yachts recently announced that it has re-entered the yacht market with the development of a new 20m (66ft) Aicon 66 model which will be launched in the near future. This new model will bring a

totally fresh design to the Aicon 64, a previous model of the company which sold well.

AMER YACHTS

This established yacht builder is currently working on a new challenge that focuses on an innovative mineral fibre. To address the fibreglass 'End of Life' recycling issue, Amer has abandoned glassfibre and chosen to adopt instead the volcanic fibre FILAVA, obtained from enriched basalt through a proprietary process. FILAVA is claimed to be completely recyclable.

Amer hopes to use the fibre for its next generation of superyachts to make them sustainable and recyclable.

A development roadmap has already been drafted, with ENEA and RINA already working on the certification process for the new composite material. The shipyard has signed a collaboration agreement with GS4C and the composite manufacturer to design and build the first non-structural element that will be featured on the next superyacht under construction.

In terms of yachts in build, Amer launched its second 29.6m Amer F100 series in December 2019 and another two yachts in this series are in build for delivery this year.

ANVERA YACHTS

Anvera has expanded its existing range of luxury tenders with a new Anvera 42 model to complement the Anvera 48 and Anvera 55. This new model, the company says, responds to a market need for craft that includes more quality, safety and exclusivity. The Anvera 42 includes a 13m² beach area with two side opening terraces. Made largely of carbonfibre, the Anvera 42 is a light, fast and sporty boat.

ARCADIA

With eight projects in build Arcadia continues to be a very active yacht builder. These comprise one each for the 115, 105 and 85, three Sherpas and two Sherpa XLs. To cope with the scale of work, the company is building a new shed and currently working on developing new models in the 90ft-rooft range which will be introduced next year.

In terms of its network of brand ambassadors, it is looking for new representation in markets like Scandinavia, Russia, the UK, Greece and Turkey.

CANTIERI AUSTIN PARKER

This 20-year-old-plus company is working on expanding its current range of seven models. Work is currently underway on the new AP74 Fly, which is the first model in a new yacht line between 22.5m (74ft) and 32m (104ft); the AP74 Fly; and two more projects - the AP35 and AP 60 Sportsfly. ➔



MARCO VALLE, MANAGING DIRECTOR
AZIMUT

The US market is going down the road of wanting more and more outboard models. The 47 represents a design revolution including a new layout and better performance

AZIMUT-BENETTI GROUP

This leading player in the luxury yacht market again topped the Global Order Book 2020 for the 20th year running; very appropriate, seeing as 2019 was Azimut's 50th anniversary. The group had over 100 yachts accounted for by the order book, representing a length of some 3,500m (11,491ft).

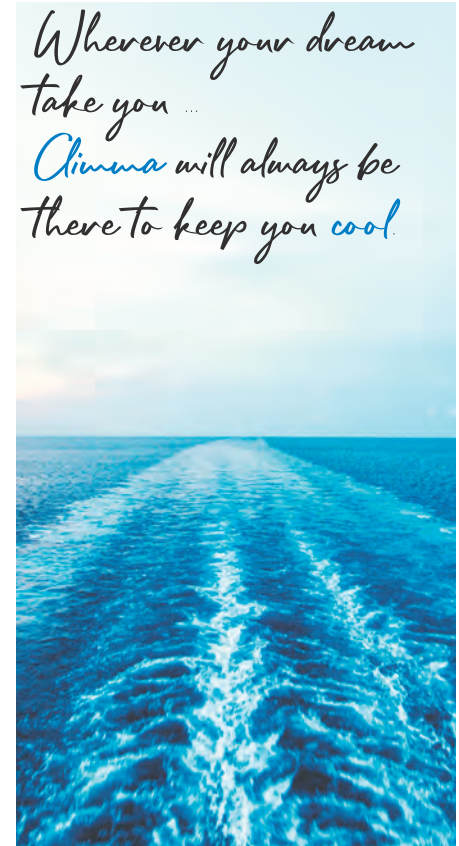
Azimut completed 35 craft last year and the company has a strong order book going forward. While it presented a good model range at Boot Düsseldorf, its main new model launch for the start of 2020 will be at the Miami International Boat Show with the new 47 model. This new 47 has had a total redesign, including a new stepped hull designed by Michael Peters. It was developed for the US market and will be an outboard-powered craft either with four Mercury 450 engines or four 300 new engines. The former engines will provide a top speed of 52kt.

Marco Valle, Azimut's managing director, told *IBI* at Düsseldorf: "The US market is going down the road of wanting more and more outboard models. The 47 represents a design revolution including a new layout and better performance." He explained that the US market accounts for about 30% of Azimut sales, as does Europe, and the Rest of the World including Asia and the Middle East make up the remaining third.

In terms of other new models the 25 Metri Magellano will be launched in May with four models having been sold as of late January off-plan. Because of the volume of work that it is having to cope with, Azimut is discussing potentially using some of the capacity currently available at the Benetti facility in Viareggio.

The 25 Metri will be followed by the 38 Metri towards the end of this year which will be the brand's new flagship. Four 38 Metris have also been sold off-plan as of late January.

As to Benetti, last year saw the completion of its trio of superyachts over 100m but as far as is known no further orders of this size currently feature ➔



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in the company's order book. There has been a number of deliveries from Viareggio and Livorno. Towards the end of January, the launch of the first 44m (144ft) *Diamond 145* took place at Viareggio's Benetti slipway.

BAGLIETTO/CCN

Gavio Group, the parent of the Baglietto, CCN and Bertram yacht brands, is a leading player in the Italian market. According to the Global Order Book 2020, the two Italian-based yards had 10 projects active through 2019 totalling some 430m (1,412ft). In mid-December 2019, Baglietto secured an order for a 47.6m Baglietto 48 T-Line superyacht for a South American owner with delivery scheduled for 2021.

This is the third in the T-Line series to have been ordered.

Baglietto has been strengthening its design link with Francesco Paszkowski and this has led to a number of new concepts being launched last year. Among these was a new 65m concept which was introduced at the Monaco Yacht Show in 2019.

In addition to this new contract, the Baglietto order book also includes a 54.6m yacht for delivery in 2020 and a 44m vessel for 2021 completion. The company has been seeking to significantly increase the size of the La Spezia shipyard by acquiring an adjacent site.

Among CCN's order book are two near 40m yachts, both for delivery in 2021, and a 37m for completion this year. CCN had a particular success with the 31.2m *Vanadis*, which has won a couple of eco-related awards.

CANADOS

This shipyard delivered its first 37m Caesar 120 model last year and it currently has an Oceanic 140 design in build for delivery later this year.

CANTIERE DELLE MARCHE (CDM)

Since being formed in 2010 this brand has developed a strong position, especially in the the explorer yacht market with its Darwin and MG series. CDM's order book includes at least 10 projects set for delivery between 2020 and 2023. This year will see at least five yachts being delivered, followed by three in 2021 and currently one each in 2022 and 2023. The one for 2020 is the contract for a second MG115 model which was

concluded earlier this year.

In other moves, last year the company set up its own Pre-Owned Sales Department and opened a new dock area in Ancona which offers four berths for yachts up to 45m (148ft). This dock has 40m of quay length supported by a dedicated 500m² area.

CANTIERI DI PISA

Following its takeover by the Sea Finance arm of the Yotha yacht charter platform, the Cantieri di Pisa brand, formerly owned by Mondomarine, has steadily been rebuilding itself in the Italian yacht market. Two Akhir 108 hulls are now being worked on and both are due to be completed this year. The new owners are also undertaking

some refit work and investment has been made to improve the yard facility. The company was officially relaunched at a beach party held at the Cannes Yachting Festival last year.

CETERA

This new brand launched at Düsseldorf in 2019 presenting an 18m (60ft) yacht design that offers a different internal layout for a yacht of this

size. Currently two hulls are in build with the first having been sold for use as a charter yacht. The first Cetera 60 in the flesh will be seen at Düsseldorf 2021.

CODECASA

This established Italian brand had a busy year and it started 2020 with the interesting launch of a new 70m (230ft) concept called the Codecasa Jet 2020. It is a yacht, as the name suggests, that was inspired by aviation with the forward section being similar to an aircraft's cockpit. The yacht offers a vast amount of space, combining as it does both luxury accommodation and a support yacht role.

Codecasa hopes to start building the new flagship model in the first half of 2020 and has not said whether it has been sold or will initially be built on spec.

The brand's previous flagship, the 65m (213ft) *Regina d'Italia*, was delivered in June 2019 following the completion of a 43m (141ft) the month previous which was built on spec.

Work is also underway of a 55m yacht that is now being fitted out at the company's Pisa facility and it is due for delivery in June this year. ➔

“The Codecasa Jet 2020 was inspired by aviation with the forward section similar to an aircraft's cockpit. It offers a vast amount of space”



Riva's 50m launching in Venice

COMITTI

This small Italian boatbuilder globally presented its new Breva 35 model at Boot Düsseldorf and hull 2 is to be delivered to a relatively new UK dealer. The company also has the Breva 29 model which was launched at the Cannes Yachting Festival last year. Comitti builds 20 boats a year, all to order.

CRANCHI

Celebrating its 150th anniversary, Cranchi also held the world premiere of its new 25m Settantotto, the company's new flagship. It was designed by Christian Grande who owns the Invictus brand and it presents an innovate yacht with a number of new design features. This new model takes Cranchi into the entry level end of the superyacht market – currently they do not have plans to go bigger.

FERRETTI GROUP

For Ferretti Group, 2019 was a significant year. It went from seven to eight brands after the acquisition of Wally; it strengthened its finances with a €250m loan to equity transfer making it debt-free, and it aborted a planned IPO over valuation issues.

Ferretti Group reported at Boot Düsseldorf that its order intake rose 20% in 2019 compared with 2018 and that the order value rose 6% from €709m in 2018 to €753m in 2019. A new shareholder was also identified in Adtech which now holds 3% while F Investment has an 11% stake and majority shareholder Weichai with 87%.

The group's financial performance continues to develop but Galassi indicated that both the value of production which was €669m at the end of 2018 and the EBITDA which was €53m at end 2018, "were both higher". The group's order book rose by 6% in value. Over the past four years some €200m has been invested in product development and facilities such as at the Ancona Superyacht shipyard, expansion at Forli and additional land bought at La Spezia.

Regarding product development, over the past four years 36 new models have been launched and another six will follow this year. This excludes CRN's custom builds. Over the past four years, the new models launched accounted for 90% of 2018 revenues.

Looking to 2020, Ferretti will be entering three new market segments. These comprise the new Pershing TQ range; the Wally Outboard range and Wally Sailing craft. As to the Pershing TQ, only a small 'teaser' was given. For Wally Outboard there will be a new 48X tender which will be debuted at the Miami show. Also, the Wally sail range has the already 101 project announced with a new 145 being planned.

Other new products include a Pershing 7x coming this year and a Pershing 170 for later. Ferretti Yachts will have a new entry Ferretti 500, which will be launched this year, and also a new Ferretti 1000 flagship model that will be introduced in 2021.

Under the Riva brand there will be the 88 Folgore project which will be launched this year, plus a new Riva 130 to extend the Riva Flybridge range. In respect of the Riva Superyacht series, with the Riva 50 having been launched, others will follow with the 50 being the first of a range that will also include 40m, 60m, 70m and 80m.

FIPA GROUP

Fipa Group is now known as the Group of Fipa combining as it does the brands Maiori Yachts, AB Yachts and Cbi Navi and Cantieri Navali Intermare. This change follows the deal with Sanlorenzo under which some of Fipa Group's build facilities in Massa and Viareggio were transferred to Sanlorenzo. This deal is now all completed and Fipa is a single entity.

As to its order book, the company has five projects across its brands to be completed this year in its three shipyards including a Maiora 35.

GRAND SOLEIL

At Boot Düsseldorf, Grand Soleil launched its new

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“ *Atelier Invictus guides customers through a virtual laboratory in which a yacht is designed with individual material inserts and equipment* ”

Performance 44 model of which four had been sold prior to the show off-plan. This new model sits in the middle of the Grand Soleil range, which runs from 34ft to 58ft. To cope with a growth in orders the company is working to expand the capacity of its Forli build facility.

INVICTUS

The growth of Invictus continues apace as does its range of small luxury boats which has sold so successively over recent years. At Boot Düsseldorf 2020 the company held the global debut of its new GT 320 Atelier which readily illustrated the brand's ability at customising. Atelier Invictus guides customers through a virtual laboratory in which a yacht is designed with individual material inserts and dedicated equipment.

At the show the company also had its first-time display of the CX270 and GT280S, both with outboard motors. Looking ahead to Cannes, this year, the 460 TT model will be globally launched as the first in a new series within the full Invictus range.

ITALIA YACHTS

This company continues with its new product developments resulting in the carbon version of the IY 11.98 being shown at Boot Düsseldorf and it will be fully launched at Cannes this year. The designs for the new IY 14.98 were also on show and this model will be launched at the beginning of summer 2020. Also the IY 15.98 Bellissima project was part of the stand.

As far as the 15.98 model goes, the first sale was achieved last November and the first craft will be completed in May 2020. It has a new interior design and the first yacht is for a European owner.

Italia Yachts is expanding its output that is expected to rise from 24 completions in 2019 to 32 this year. The company plan is to reach an output of 45 yachts by 2025. Italia Yachts exports 70% of its production, of which the US accounts for 22% and other markets include Japan, Finland, Spain and Asian markets. Italy accounts for about 30%. A new 69ft model is being developed for launch in 2022.

ITALIAN SEA GROUP

The Italian Sea Group (TISG), which owns the ➔



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EXTRA Yachts, part of the Palumbo Group, launches this 130 Alloy at Monaco

Admiral Yachts, Tecnomar and NCA Refit brands, has announced its intention to float in the second half of 2020. Giovanni Costantino, company owner, has indicated that at least 35% would be part of a free float linked to the Star section of the Borse Italiana in Milan.

In 2019 TISG reported a consolidated turnover of €84m; a net profit of €1.27m and an EBITDA of €6.9m. There are currently nine yachts in build at the yard at Marina di Carrara which covers a 100,000m² site and includes a 200m (656ft) drydock. Among the yachts in build is the 55.2m (181ft) *Geco* which is due to be completed this year. Also there are other yachts of 53m (174ft); two of 46m (151ft) and one of 37m (121ft).

At Boot Düsseldorf TISG Asia announced it had entered a joint venture with a Hong Kong investment company to set up a new Asian charter operation. This will have two 36m superyachts and a 54m vessel by next year. Looking ahead it was suggested that a 100m-plus yacht might be in prospect.

Earlier this year Admiral Yachts announced that it had appointed a new head of sales namely Frank Grzeszczak Sr, who has joined TISG from IYC, the international brokerage and yacht services company.

MANGUSTA

Overmarine Group with its Mangusta brand currently has an order of six vessels with delivery due through 2020 and 2021. For completion this year there are yachts of 40m, 31.8m, 43m and 46m with a 50m and 54m due in 2021. Looking to the future the company has a new 60m concept developed by Alberto Mancini.

MONTE CARLO YACHTS (MCY)

Have launched the second-generation models of the MCY 66, 70 and 76 in 2019, for 2020 this

leading brand has developed this series into a second range by adding an enclosed flybridge. These were launched at Boot Düsseldorf but the first model will be shown at Miami.

The other key change for MCY is that following the Monfalcone shipyard being designated the luxury build site for Groupe Beneteau, models for other group brands are now being built there. This includes CNB yachts and the new Beneteau E-Project expedition yacht series.

NEREA

Having launched at Düsseldorf last year this company is still awaiting its first sale.

OTAM

Genoa-based Otam currently has three yachts in build which comprise an Otam 80HT which includes new custom feature; an Otam 65 full custom yacht with a new hard top and top speed of over 60kts with 4,000hp engines power and a full custom interior design by Francesco Guida, and lastly a Otam 45 custom designed Hard Top which is the first such 45 HT model.

For the future the company has a 30m (100ft) design being developed while hull and deck moulds and engineering for the new Otam 70HT model are in production now. The latter has already been sold and delivery is expected in June 2021. It will have its world premiere at Cannes 2021.

PALUMBO GROUP

Over recent years the Palumbo Group through its lead yacht company Palumbo Superyachts, has steadily expanded its yacht involvement and now additionally boasts the brands of Columbus Yachts, ISA Yachts, EXTRA Yachts and Mondomarine.

During 2019 and into 2020 this path of





Grand Soleil's new 42LC, launched in 2019

expansion continues with new orders, investment and refit projects. At Ancona, which is now the group's main superyacht build centre, a new 3,300 tonne lift capacity synchrolift was inaugurated in May on the same day the 80m (262ft) *Dragon* was launched by Columbus. This division includes among the yachts in build a 49.5m Sport S50 superyacht to be completed this year. In May 2019 Columbus launched a new 120m concept design.

Both ISA and EXTRA won new orders last year. These included a 45m Gran Turismo and Super Sportivo 100 GTO models for ISA Yachts and an EXTRA 86 for a European owner. An EXTRA 130 Alloy was launched in September last year. At the Monaco Show EXTRA launched a new Continental range with two models of 65m and 80m to start with.

DEL PARDO/GRAND SOLEIL

It's been a busy 12 months for Cantieri del Pardo which has seen its revenues climb approximately €10m year on year since 2017 with turnover hitting €41.5 in 2019. Since 2014 the group has registered 30% growth year on year. The forecast is for a similar rate of growth in 2020 with sales expected to top €52m as it continues its strategy of one new launch a year respectively for its Pardo line of motoryachts, and Grand Soleil sailing yacht range. 2019 saw the launch of the Grand Soleil 42LC and the Pardo 38, both of which the builder says resulted in an uptick in

sales. Joining the line-up for 2020 will be a Pardo Endurance 60, its largest build to date and the first in a new range of 'trawler' style yachts. The Endurance name signifies the new range's capacity for long range navigation. The new E60 will make its debut in October following the Cannes launch of a Grand Soleil 44 Performance, details of which were first unveiled at the Dusseldorf boat show in January. Beyond that 2021 will see a Pardo GT 52, a Grand Soleil 60 LC and a Grand Soleil 68 Custom. Last year the builder produced some 80 units across both lines, and will increase that to 110 this year, 70% of which will be destined for the export market.

PERINI NAVI

This Italian leader in large sailing yacht builds plus luxury motor superyachts is continuing to rebuild its order book from the low point a few years ago. In November 2019 it announced the sale of the 47m E-evolution. The yacht, the construction of which was begun on spec, has been sold to a European owner with delivery scheduled for summer 2021. The hull of the 47m is currently in build at the Perini Navi yard in Tuzla, Istanbul, and will arrive into the Viareggio shipyard in spring 2020 for completion.

The 47 E-evolution is the third model in the E-evolution series with two 42 E-evolutions having been signed up over the last 18 months. The 47 sloop will be built from aluminium with a carbonfibre boom and rigging, with the in-house Perini Navi team overseeing the naval architecture.

The 47m E-evolution has three guest cabins in addition to the master suite aft and a versatile cabin which can convert to an office or a gym depending on the owner's needs. A very large flybridge of around 90m² offers uniquely

generous space for a craft of this type.

Perini Navi currently has the largest number of over-40m sailing yachts under construction in the world. Its production plans span the building of seven yachts, five of which are sailing yachts and two motoryachts. Specifically:

- Sail models comprise the 42m E-evolution; 42m E-evolution GTS, 42m E-evolution on spec, 47m E-evolution, and the 60m Classic. As for motoryachts, it has plans for a 53m and 56m Voyager.

“ Perini Navi currently has the largest number of over-40m sailing yachts under construction in the world. ”



Sanlorenzo's SL96
launched at Düsseldorf

REALE YACHTS

This is a new brand in the market introduced in the latter half of 2019. To start with Reale is building the new 32m (105ft) Pacific 32 model now in build at its Darsena Pisana facility near Pisa, and which has already been sold. The Pacifico 32 is the first of a new line of yachts between 28m (92ft) and 50m (164ft). The 32 is being built for an owner wanting to take long voyages. Delivery is scheduled for spring 2021.

Reale offers four product series namely the Pacifico, Panarea, La Navetta and Baltico series; all in the 28m-50m range and all fully custom built in steel and aluminium.

RIZZARDI YACHTS

Rizzardi Yachts announced its comeback to yacht building after a decade or more, at last year's Genoa show with the launch of its 62ft IN Six model. This will be followed by the IN 5 of 52ft and a new IN 8, (82ft-84ft) in a couple of years.

ROSSETTI SUPERYACHTS

Rossetti's Ravenna-based San Vitale shipyard is progressing well on the 38m Explorer which is due for delivery in Spring 2021. Further orders are in prospect. The 38m (125ft) is the yard's first order.

The company has the possibility of enlarging its production and office facilities at its yard, but says it will only do so when it has a concrete need to build different yachts of relevant dimensions at a time. In September 2019 it received planning authorisation to build a new shed 132m x 32m x 32m with luxury offices.

Rossetti is working hard to develop new projects and turn them into reality with some prospects and designers located in different countries. Among the future new yachts, a special place is dedicated to its RSY 65m Explorer Orca, an ice class explorer. The company considers that it has a "comfort zone" ➡

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Solaris Power's new 48 Open, named European powerboat of the year

in manufacturing big yachts of 60m-90m but this is complemented by its ability to also construct smaller 40m-50m yachts.

ROSSINAVI

This leading Italian, Viareggio-based superyacht builder started the year strongly by highlighting three superyachts namely *Lei*, *Florentia 52* and *Vector 50*, that will be launched this year. Of these the 49.7m *Lei* was launched in early February. In addition, the company announced at FLIBS 2019 its Super Sport 65 superyacht concept produce in cooperation with Pininfarina at this year's Fort Lauderdale International Boat Show.

SANLORENZO /BLUE GAME

For Sanlorenzo, 2019 was a very pivotal year in that the company started a listing on the Milan Stock Exchange with around 30% of the company having been included in the IPO. The company is still majority-controlled by executive chairman, Massimo Perotti, and his family with 60% of the shares.

At its Boot Düsseldorf press conference there was no mention of financial figures as this will now be more restricted. The company announced that it had established a new High-end Services Division, which is led by Carla Demaria, and has four separate business channels. This includes Lease financing; charter, the crew academy and Sanlorenzo Timeless, which helps owners maintain and manage their yachts.

At Düsseldorf, Sanlorenzo launched its SL96A

model and gave details of Bluegame's product development plans. These include launch of the BGX 60 at Cannes. New models designated the Big Game 42 and Big Game 62 will also be launched this year. In 2021, the BG 52 will be introduced at Cannes and there will also be the first of the BGM (with the M standing for multihull) at that event.

Also in 2020 Sanlorenzo has announced that it has opened its new production facilities in Ameglia. The 22,000m² Ameglia plant comprises three main units of which two are for the production of yachts (a total area of 10,000m²) and an office complex. A second phase of development will now start.

SOLARIS

Solaris Power celebrated in Boot Düsseldorf 2020 the fact that its Solaris Power 48 Open, which was launched last year, won the European Powerboat of the Year 2020 award. *IBI* was told at Düsseldorf that two 48 Opens had been sold. Currently the range consists of the 48 and 57, but new models such as a 58 Open and 68 Fly are planned as are further smaller and larger models. At the German show, Solaris power held the world launch of its Solaris 48 Lobster Flybridge.

As for the sailing side of the group, this too continues to expand with new models in prospect.

SUNDECK YACHTS

Sundeck is actively working on its Sundeck 430 model which will be its new entry level yacht, and the larger Sundeck 700. Both of these are in build for completion this year and one or both of them will be premiered at the Palma boat show in May.

TANKOA

Tankoa Yachts continues to work through its carefully orchestrated growth plan which links controlled-expansion, strong finances and well designed superyachts. The latest example of the latter was the 50m *Binta d'Or* which was delivered last year to a European owner. She was Tankoa's first hybrid vessel.

The Genoa-based builder has at least two other 50m superyachts in build and hull 3 of this series is due to be completed by May this year with hull 4 following around a year later. Hull 3 is the first of its new builds to have its hull and superstructure built at the company's new facility in La Spezia and then floated round for completion in Genoa.

In mid-December 2019, Tankoa announced its new TLV62 design concept which combines the shared ideas of Giancarlo Mussino, managing

director of the SINOS brokerage house that sold and delivered Tankoa's 50m hybrid M/Y Bintador and the yacht designer Luca Vallebona. The TLV62 is based on Tankoa's 60-metre technical platform.

TECNORIB

At Boot Düsseldorf 2020 the new TecnoRib. Pirelli 42 was globally launched. This is a sporty walkaround model which marks the start of a new range for the Milan-based shipyard. Such was the interest at the show that the company claims to have already allocated 90% of the production of the Pirelli 42 for 2020.

VISMARA SHIPYARD

At the 59th Genoa Boat Show, Vismama announced its new 21m Nacira 69 sailing cruiser and in January 2020 the company unveiled its new 26.2m V80 sail superyacht. The latter will be built of sandwich and carbon and a teak deck plus a carbon mast and boom.

VSY (VIAREGGIO SUPER YACHTS)

The main happening at VSY over the past year has been the launch in June 2019 of the 64m (210ft) *Atomic* in Livorno after which she was moved to Viareggio to be outfitted and subsequently delivered. This is the first superyacht to have been built by VSY since 2013. As with other VSY superyachts she was designed by Espen Oeino and Laurent Giles Naval Architects did the naval architecture

WIDER

In 2019, Wider was acquired from its former ownership by Genting HK by a trio of companies including the Monaco-based Nautical Hybrid Tech, Hopafi Holding Srl and the Zepter Group. At the Monaco show last year the company launched the new 54m Wider 180 and construction of this started early in 2020. This new yacht is projected to be delivered in February 2022. The Wider 180 has been designed by Andrea Vallicelli and C Yacht Design.

In February 2020 the company made known that it had a new Wider 135 design to add to its portfolio of sizes. Negotiations with a number of potential owners are in progress but no date has yet been given as to when, or if, construction will begin.

Also at the Superyacht Design Festival held in February in Italy, Wider's president, Marcello Maggi, announced a revolutionary technology: the Thermionic Converters (TCs). Responding to ever more demanding environmental requirements, the Thermionic Converters are solid-state devices that are able to transform heat directly into electricity with no moving parts, consisting of two metal plates separated by a vacuum gap. Developed by the Fintel Energia Group SpA, the technology will be the sole right of the Wider shipyard as to its use in the marine market. **TBI**

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Equipment: Solid 2020 returns expected

R&D investments could prove critical to growth this year as mini boom of 2019 gives way to more stable conditions in 2020

WORDS: BELINDA SNELL



Hydraulic steering systems are driving growth at Mavimare & Mancini

2020 will be a good season.”

According to Mancini, hydraulic steering systems appear to be driving growth. The company is seeing increased requests for its smallest power steering kit in the range, along with hydraulic steering systems for outboard engines up to 80hp.

“Until a few years ago, the trend was to install mechanical steering systems only,” says Mancini. “But now, boat owners and builders are choosing hydraulic instead. When it comes to outboards, customers want lighter, smoother, better-performing steering combined with more powerful engines. So basically the request is for having an electrohydraulic steering system at an accessible price, and this is what we are going to promote next season.”

POSITIVE MARKET FEEDBACK

Being able to diagnose onboard systems remotely, at any given time, is of utmost importance to Glomex, the Ravenna-based manufacturer of antennas and other connectivity devices. “We introduced three new products in 2019, all of them digital,” Piero Baldassarri, Glomex president, told *IBI* at boot Düsseldorf in January.

ZigBoat, for instance, is a 100% wireless remote control system that allows users to monitor and interact with their vessel via a free app. Also new is the weBBoat 4G Lite, an internet system that provides high-speed connectivity anywhere up to 20 miles from the coast, and CamBoat, a WiFi HD IP security camera that can be monitored remotely, ensuring safety and peace of mind at all times.

“Feedback from the market has been positive, but it’s hard sometimes to get people to commit,” Baldassarri ➔

Italian industry federation UCINA, now trading as Confindustria Nautica, presented its latest figures on the country’s marine equipment sector at the Genoa Boat Show last year and, while somewhat more subdued than the previous year’s tally, the results were still impressive. According to the findings, turnover reached €1.16bn in 2018 – an 8.8% rise over the previous year. The value of production came to €841.1m (€405.1m from domestic sales and €436m from exports), while sales of imported products came to €319.2m. *IBI* spoke to a handful of Italian equipment firms to see how they fared.

“Our domestic sales increased by around 5%-6% last year, so things are getting better in Italy... which makes me think 2020 will be a good season”

“We increased turnover by working with new boatbuilders, but sales at some of our foreign distributors decreased slightly. It’s linked to the economic situation in those markets,” says Antonio Mancini,

one half of mechanical and hydraulic steering systems specialist Mavimare & Mancini.

Mavimare is largely export-focused, with sales outside Italy accounting for around 80% of the business.

“Turnover in 2019 was roughly on par with the previous year, but

our domestic sales increased by around 5%-6%, so things are getting better in Italy. The 2019 Genoa Boat Show also generated strong interest, which makes me think that

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A custom Frigomar fridge for a 60m Perini Navi

confides. “It’s not a matter of price, quality, or features... all of these products are based on peer-to-peer connection, offer 100% privacy, and are intended for mid-sized boats with no subscription or set-up fees.”

Baldassari is forecasting a stable year in 2020, with demand coming mostly from the aftermarket. “People want small devices that are easily managed by app. They want hassle-free products in general, and that’s where we come in.”

HVAC specialist Frigomar registered a 25% increase in sales last year, thanks to its second-generation, variable-speed aircon units with inverter BLDC technology. The new self-contained chiller is lauded for its low power consumption, silent operation and high reliability in all working conditions. It was recently named 2019 Product of the Year by the British Marine Electrical & Electronics Association (BMEEA) for its innovative qualities. “The new range has attracted OEM boatbuilders who are more aware of the benefits offered by inverter BLDC technology in terms of energy efficiency, comfort and quality,” says Frigomar export manager Bernardo Cerrai. “Clients are concerned about the energy efficiency of the products installed on their boats, so we’ve been investing a great deal of resources into this – ever since the development of our first inverter BLDC chiller, which was nominated for a DAME Award in 2013.”

Based in Carasco, near Genoa, Frigomar is a family-owned company with more than 45 years’ experience manufacturing marine air-conditioning systems, refrigeration



Veco's variable-speed Climma DC35 chiller

systems and ice-makers for boats. Today around 70% of production is exported, a figure that is constantly increasing. “Exports have grown over the last five years, especially in Europe, the US and Asia,” says Cerrai.

All Frigomar products have been available with inverter BLDC technology since 2019 – from very small, self-contained units to powerful three-phase chillers, suitable for every type of yacht and working boat.

ENERGY EFFICIENCIES

Concerns over energy efficiency are also evident in the refrigeration market, as OEMs look to exploit as much onboard space as possible. “In 2019 we saw growing demand for custom-made fridges and cold rooms, and Frigomar offers more than 40 years’ experience in design and manufacturing,” Cerrai adds.

Another climate control specialist is Veco, whose Climma aircon systems and Frigoboat fridges can be found on boats of all sizes – from small sailing boats up to the largest superyachts. “We consolidated the double-digit growth that we had in 2018 and increased overall turnover once again by around 5%, so we are very satisfied,” says sales director Giulia Formenti.

Last year Veco renewed its Climma DC range of variable speed chillers, which are now available in four sizes with an output capacity of 35,000 BTU to 130,000 BTU. They come in modular versions, enabling up to 520,000 BTU of power in a single chiller. Major improvements include ‘plug

and play’ connectors for quick installation, a new white housing, and seawater and freshwater flow meters for easy troubleshooting.

“Size and ease of use have always been the leading factors in the marine market, but when it comes to air-conditioning systems, we have seen a change in the last few years, as energy consumption and efficiency have become more and more important,” Formenti explains. “Air-conditioning units are responsible for most of the energy consumption on-board, driving generator sizing and electrical balance; this is the reason why more efficient air-conditioning solutions are always more interesting to our clients, and this is also the reason why Veco SpA has invested a lot in the last four years into developing and improving its Climma variable speed chillers DC line.”

Climma DC chillers have a unique water-cooled inverter and are programmed to automatically run at the optimum speed depending on heating/cooling requirements, with no start current. At lower speeds, they allow for a 50% reduction in total energy consumption compared to a traditional chiller. “Since the DC range was launched, this line of new Climma variable speed chillers has been our best-selling, due to the fact that it’s a unique technology with huge advantages compared to on-off chiller solutions,” Formenti says. “With the re-design of 2019, we expect this trend to grow.”

At paint and coatings specialist Gruppo Boero, global turnover grew by 5% in 2019 and was mostly driven by a rise in exports and growing demand from superyachts.

“Last year we launched our new Challenger PRO topcoat range, a hybrid, polishable finish which is now registering steady growth,” says Andrea Cavalleroni, marketing intelligence specialist at Boero’s Yachting Business Unit. Challenger PRO is available in 200,000 different colours – from pastel tints all the way to special effects such as metallic and pearl.

In 2020, Boero plans to launch a new lightweight filler, Epoyacht, that shows excellent resistance to physical and thermal stress. “We are bringing decades of experience gained with our previous

products and best-sellers on the Italian superyacht market into a new development which allows a 1:1 mixing ratio and, most importantly, is suitable for use with automatic mixing machines.”

According to Cavalleroni, customers are looking for more water-borne products that are deemed more eco-friendly. Another request is for high-performance antifouling that is biocide-free.

ANTICIPATING MARKET NEEDS

“For these reasons, Gruppo Boero is investing 3% of its turnover in R&D in order to anticipate the market’s needs with the development of new and innovative products,” Cavalleroni adds.

Business is also performing well at Opacmare, a leading supplier of custom-built steel and aluminium gangways and ladders, tenderlifts, doors, ports, hatches and more. “We signed several new clients last year, but we also improved turnover with existing clients, especially in the second half of the year,” Opacmare sales manager Mohamad Almbayed told *IBI*. “This was thanks to our biggest clients, Princess Yachts, Azimut, Ferretti and Gulf Craft. We’re supplying lots of equipment for the biggest GRP boat that Gulf Craft has ever built – a custom 54 Majesty 175.”

According to Almbayed, Opacmare grew turnover by around 5% in 2019. “After Cannes and Monaco, we received lots of requests,” he says. “We have more than 25 engineers in our technical team, so we can personalise whatever the client wants. ➔



Boero is investing heavily in R&D

“ We signed several new clients last year, but we also improved turnover with existing clients, especially in the second half of the year ”

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Last year Opacmare presented SAFE 2, an updated version of its award-winning, high-low platform for outboard-powered boats that provides safe and easy access to the water at the stern. Working closely with Aquila Power Catamarans, the company installed the new unit on Aquila's latest model, the Aquila 32, where it sits flush with the main deck and wraps around the back of the outboards. Both Aquila and Opacmare were shortlisted for a 2019 IBI-METSTRADE Boat Builder Award in the 'Collaborative Solutions Between a Production Boat Builder and its Supply Chain Partner' category for their efforts.

Elisa Pavesi at power transmission specialist Transfluid SpA told *IBI* that the market is slowly waking up to the possibilities of electric propulsion. “These systems are naturally consumer-oriented and we are handling, through our distributor network, a growing B2C market with very good feedback – especially for refitting existing boats,” she says.

Working with Bellmarine, Transfluid recently introduced the SternMaster – an electric propulsion system designed for powerboats – along with the ShaftMaster for commercial applications. Both models have garnered strong interest at global exhibitions. In 2020, the company will introduce some new hybrid systems, although full details are as yet unavailable.

ECO-SOLUTIONS FOR THE FUTURE

“Environmental policies are improving by the day, and so is customer awareness of the problems that the world faces,” says Pavesi. “Transfluid is here to suggest and propose solutions for the future, both helping the shipyards and showing that a different way of boating, and working with boats, is possible.

“Italy is a traditional country and its marine industry is more conservative than others, but this is changing and once alternative propulsion becomes part of everyday culture, end-users and OEMs will embrace the change. It will take some effort

in the beginning, but there is so much satisfaction to be gained in the future.”

At marine pumps specialist Marco SpA, Michele Bergamaschi, MD of sales, told *IBI* that turnover in international markets was up by almost 7% in 2019. Continued signs of stabilisation were also evident in Italy. “We had record sales in the main European markets and the USA with double-figure growth,” he said.

Marco specialises in electronic pumps for fresh water systems, oil and diesel pumps for professional applications, and signal horns, exporting around 70% of production. “Generally all the OEMs we supply had interesting growth in 2019, as well as our main distributors.”

Marco recently launched a new heavy-duty oil and diesel pump with integrated control panel for flow regulation. The UP8-RE, winner of a 2019 IBEX Innovation Award and shortlisted for the DAME Award too, offers electronic flow control based on the viscosity of liquids and reversibility of the flow direction. “There is no other ➡



The Lofrans Lofrans' factory in Monza, Italy

Lalizas Italia: growth through acquisition

TWENTY YEARS AFTER it first entered the Italian market with offices and a warehouse in Genoa, the Greek-founded equipment firm Lalizas began an expansion plan in 2012 that involved the strategic acquisition of the Nuova Rade, Lofrans' and OCEAN fenders brands from Italy as well as Max Power from France. In November last year, its portfolio was strengthened yet again when it bought Arimar, an Italian liferaft manufacturer with facilities in Cesena.

Stavros Lalizas, group founder and CEO, told *IBI* that the company is always open to opportunities, especially when it comes to historic brands that have an impact on the nautical industry. Arimar is a historic brand, a leading manufacturer in the European market for liferafts and boat tenders, and the intention is to capitalise on that – on its heritage and on helping it not only to improve, but expand.

“At this moment Arimar does face some issues, but this is not a restraint for us. That was also the case in 2012 when we acquired Lofrans', Nuova Rade, Max Power and OCEAN fenders,”

Lalizas concedes. “For example, even though Lofrans' and Max Power had an unbeaten product, they also had major availability issues, as well as lack of organisation and management, which we resolved with great success. Right now, Lofrans' and Max Power have 98% availability in spare parts, which are dispatched from the factory in Monza, to all over the world, in just 24 hours after the order is placed.”

While the focus last year was squarely on Arimar, Lalizas Italia still managed to grow sales by around 5%. But growth is not always shown in numbers. “The expected returns and synergies that we can accomplish with this acquisition have more value than can be shown in numbers; even in two years from now,” he says. “And we are certain of our success because we did the same thing during the acquisitions of 2012, and we managed to turn around all four companies (Lofrans', Max Power, Nuova Rade and OCEAN fenders). We have both the experience, and the know-how, to do the same thing with Arimar.”

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Anchor windlasses for yachts from 20m-60m are among MZ Electronic's best-selling products

pump on the market that offers these features," Bergamaschi claims.

Marco's electronic sensor pressure pumps for fresh-water systems and oil/diesel gear pumps have been strong sellers for the company in recent years, followed closely by marine horns. "We're seeing greater demand for increasingly high-tech products," says Bergamaschi. "It's a need that we anticipated, so we're constantly upgrading our line of electronically controlled pumps."

MZ Electronic, owner of the Italwinch brand of anchor windlasses, ended 2019 with a 20% jump in sales. "This was the result of past investments and a new range of products added to our catalogue," MZ sales manager Alessandro Fossati explains.

EXPANDING THE PRODUCT PORTFOLIO

Last year MZ Electronic launched the NV-16, a vertical anchor windlass in AISI 316 stainless steel that is aimed at large yachts of up to 42m and is capable of handling stud link chains of 12mm-16mm in diameter. Available in electric and hydraulic versions, it boasts a high-efficiency gearbox with magnetic brake, and has dog clutches instead of the standard conical clutch.

"Anchor windlasses from 20m-60m yachts are our best-selling products," says Fossati. "The new NV-16 anchor windlass presented in Genoa and at the 2019 METSTRADe Show is having great success."

MZ Electronics is now putting its efforts into a new thruster range; they start with a tunnel diameter of 300mm and have a unique AISI 316 stainless steel tailpiece. "From our perspective, the pleasure boat market is growing," says Fossati. "We're simply following requests by making new products and custom solutions."

Celebrating its 50th anniversary in 2019 was Gianneschi Pumps & Blowers, a leading producer of pumps, water pressure systems, blowers, water heaters, engine pumps, air compressors and dampers for yachts and megayachts from 20m-120m.

Alessandro Gianneschi, business manager at the family-run firm, told *IBI* that turnover grew by 7% last year after the company expanded its product line with new items such as the ABC 451 and CP 40 – self-priming pumps made entirely from bronze. "2019 was a great year for us," Gianneschi says. "We also launched an innovative new pump with an air-lock feature for an air-conditioning unit at IBEX in the US. And in the megayacht market, we created a water heater skid unit, all plumbed with accessories and ready to plug in."

Gianneschi told *IBI* that the company is investing €400,000-€500,000 between the end of 2019 and the whole of 2020 on product performance indicators and improved testing conditions that will provide important feedback on production. For now, full details are under wraps but it is expected to bring great benefits to both Gianneschi and its clients.

Last year Bergamo-based Besenzoni created the Unica brand of 'unique' yacht accessories to better focus on the expanding



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market for bespoke superyachts – an effort that appears to have paid off. Thanks to new technical and design solutions, the company closed 2019 with around €18m in turnover.

“One of the new products we’re launching this year is the automatic Flush door,” says Fiorella Besenzoni, marketing director at the family-run firm. “It was developed, like all our other products, after a detailed assessment of the customer’s needs while using tailor-made solutions that meet the technical and safety requirements of the shipyard during installation.”

Besenzoni’s automatic Flush door has a painted steel main frame with moving door panels made from painted aluminium. The opening and closing mechanism is electric, while the sliding door is manual. When the door opens, it automatically locks into position. A control panel with backlit buttons can be customised in terms of the size and number of panels required.

CUSTOMISATION IS KEY

“Our production flexibility and customisation capabilities allow us to work on all types and sizes of boats, paying attention to the research and development of new materials,” says Besenzoni.

Going forward, one of the company’s main priorities is to provide customers with completely bespoke products for individual boats, especially the larger ones.

“Passarelles are and will be the heart of our investment in 2020, together with a new range of helm seats that are dedicated to speed while still maintaining the comfort and design that characterise us.”

At stabilisation specialist CMC Marine, turnover as of August 2019 was around €15.2m – an 18% rise over the previous year. “2019 was a great success,” says CMC’s Sam Crockford. “First of all, we confirmed our leadership in the superyacht



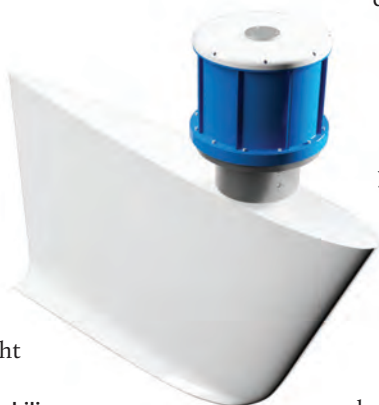
Besenzoni’s automatic Flush door

stabilisation industry as our systems are installed on about 35% of superyachts worldwide, a record number.

“Secondly, during the September Cannes Yachting Festival, we introduced to the market Waveless, a new family of ultracompact electronic stabilisers designed for boats starting from 12m in length. The first batch is going to be delivered late February/early March and will replace similar products from our competitors mounted aboard Arcadia and Overmarine yachts.”

CMC’s new Waveless range is suitable for installation on yachts as small as 50ft LOA. The smaller model has a footprint inside the hull of only 9.5in. “We used the same components and technology of our products for larger yachts, therefore Waveless fins are technologically very advanced,” Crockford adds.

While superyachts represent a significant part of CMC’s business, demand for stabilisation in smaller yachts is the company’s biggest growth area. “In the past it was rare for a yacht of 15m to have a fin stabiliser, and if it did it would be for cruising only,” says Crockford. “It is now very much the norm... and also to have a zero speed system.



CMC Marine’s Waveless STAB50 stabiliser



Michele, Chiara and Carlo Marzucco of Quick SpA

CMC Marine’s experience with compact electrical stabilisers has given us a head start in this sector, as demonstrated by our ability to respond with the Waveless range.”

Michele Marzucco, president and CEO of Quick SpA, told *IBI* that new product development helped lift sales by 10% in 2019. The Ravenna-based company designs and manufactures accessories such as gyro-stabilisers, windlasses, and bow and stern thrusters, along with LED lighting for some of the world’s most prestigious yards.

TECHNICAL SOLUTIONS

“2019 was a positive year for Quick. We increased turnover by around 10%, reaching a total of €38m, while investment in new products was equal to €1.1m,” says Marzucco. “Our strategy was to focus on innovative and highly technological solutions, and to accept the requests that were arising from the market.”

Making its world premiere at Cannes last year was the QNN-Quick Nautical Network, an innovative device that allows for the integration of Quick systems with other navigation systems from Garmin, Raymarine, Simrad, B&G and Lowrance. This was followed by the launch, in Genoa, of two new anti-roll gyro stabilisers – the 12V DC battery-powered MC² Quick Gyro X2 and X3. Both models are suitable for centre-console or light-tonnage day-cruiser boats and are characterised by their low weight, compact design and simple ‘plug & play’ installation.

“Many trends are emerging from the

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leisure boat market, including the need for a smooth, more comfortable ride,” says Marzucco. “We responded to this with our MC² Quick Gyro stabilisers that are highly valued and always in strong demand.”

Attention to detail and design is another strong trend that led to the development, last year, of the new QNC (Quick Nautical Controls) range. This involved restyling the company’s classic controls for propellers and windlasses, as well as its gyroscopic stabiliser display and chain counter panels, in order to provide a more uniform, elegant and modern dashboard.

As for 2020, the Q-SY Quick Synchronous Motors was launched at METSTRADE in preparation for the upcoming season. The new range of electric motors feature an integrated power inverter and a permanent magnet synchronous reluctance motor, leading to improved energy efficiencies and zero maintenance. They are IP68-certified and therefore ignition-protected.

“At the beginning of 2019, we didn’t

expect such a good year, given the political worries influencing business,” says Alberto Osculati, executive director at one of Europe’s leading nautical accessories firms. “But we ended up with a satisfying 8% jump in turnover to more than €73m – and that was after an already excellent year in 2018.”

GROWING ORGANICALLY

Osculati is a key partner for OEM shipyards, distributors and retailers worldwide, with more than 22,000 items in its catalogue. Positive performance was recorded across all markets and product categories last year, with sales in Italy up 6% and sales in the rest of Europe up 10%. In countries outside of the EU, sales were up by 14%.

“We are proud to underline that this is all organic growth,” says Osculati, “made mostly through the strengthening of relations with current customers,



Osculati's Nuvola deck shower

the improvement of present products and the introduction of new products ranges.

In all these years we have reinforced our management team and we are now openly evaluating

external growth opportunities as well.”

Last year Osculati launched a new ladder, a new latch, and new showers among other things. They all distinguish themselves for being practical, easy to use, reliable, nice looking and, last but not least, value-priced for their quality.

“The Italian boating market, especially the OEM sector, was booming last year,” Osculati told IBI. “We have fantastic fellow countrymen who imagine, design and produce wonderful boats that are appreciated worldwide. My compliments and congratulation goes out to all of them.” **IBI**

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