

Italian yacht builders maintain steady recovery

WITH THE COUNTRY'S ECONOMIC FORECASTS LOOKING GLOOMY, ONE MIGHT IMAGINE A SUBDUED MARINE SECTOR. BUT ITALY'S BUILDERS ARE HAVING NONE OF IT, WITH MANY LOOKING TO INVEST TO BUILD ON GROWTH IN 2019

WORDS: DAVID ROBINSON



The Italian marine leisure industry has been pursuing a strong recovery path over the past few years and it looks set to continue through 2019. That is the good news.

The not so good news as this *IBI* report goes to press is that Italy's economic and fiscal performance appears set on a course where recovery may become a necessity. The country's manufacturing sector contracted at its fastest rate for six years in January 2019 and Italy's recent poor level of economic results means that it is in recession.

The European Commission has reduced Italy's GDP forecast to just 0.2% for 2019 from 1.2% previously, which is the country's lowest level for five years. What impact this

may have on the country's marine leisure industry only time will show.

In complete contrast to this weakening economic position, Italy's marine leisure industry incorporating the boat and yacht builders; marinas, marine equipment and

systems manufacturers and other related services, look set to be on a continuing growth path.

The latest statistics from UCINA (Italian marine leisure industry association) highlight a strong position with a 9.5% growth initially estimated for

the industry in 2018. The growth for the shipyard sector was even higher at 10.4%. Also, over 60% of members interviewed are expecting increases in their turnover in 2019.

“ In complete contrast to the weakening economic position, Italy's marine leisure industry looks set to be on a continuing growth path ”

The boatbuilding sector, according to UCINA's market research department, accounted for 58% of the turnover total with a value of €2.26bn. This comprised €2.16bn of Italian production and €91.8m of imports. Of the Italian production, €1.8bn or 86.7% was exported leaving €287.9m (14.3%) for the domestic market.

Read on for a full breakdown of business at the leading boatbuilders in the Italian boatbuilding sector:

ABSOLUTE

While still strong and active, the momentum of development at Absolute, one of Italy's leading motor yacht builders, took on a more sedate pace in 2018, following its 'Global Project' the previous year which saw it launch in parallel an aggressive new product development programme and a major factory expansion.

This considerable investment saw three new models launched in 2017 including the Navetta 73, Absolute's current flagship. Since then the introduction of new models has eased though it started 2019 with the unveiling of its new 62 Fly model at Boot Düsseldorf. Also planned for this year, is the new Navetta 68 which will fit between the Navetta 58 and Navetta 73 and will most likely get its launch at Cannes.

The expansion of the factory, which was doubled in size, increased both the company's build capacity and the size of yachts it can construct. Absolute also continues to expand its global dealer network across Europe, the Americas and Asia, to maintain sales and participate in some 40 plus shows each year.

The very first figures of the 59th Genoa Boat Show:

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ADVANCED ITALIAN YACHTS

This builder of high-performance sailing yachts debuted the first of its A80 models, the Jikan, at the 2018 Genoa Boat Show. A second model of this size, the Apsaras, successfully completed the 2018 Sydney-Hobart Race. The company is now working on developing its A100 model, its largest to date. The A80 is designed by Reichel-Pugh and Nauta Design,

AMER YACHTS

The luxury yacht arm of the Permare Group, Amer Yachts has started work on the second 29.6m Amer Cento model following the launch of the Amer 94 at the Cannes Yachting Festival in 2018. The hull arrived in January 2019 and this new build will be shown at Cannes and Genoa later this year.

The Amer Twin 94, billed as a 'sustainable superyacht' won the Environmental Initiative award at the IBI METSTRADE Boat Builder Awards 2018. The first Twin 94 equipped with two Volvo Penta IPS 1350, has been built to reduce its environmental impact. The selection of the engines and variable speed generators contribute to reduced fuel consumption. The boat makes extensive use of recycled and recyclable fabrics; uses cork for decking instead of teak; and does away with traditional antifouling for submarine film.

The design's flexible hull offers notable fuel saving in displacement speed at 9kts while still being capable of a maximum speed of 28kts.

Amer Yachts was formed as a division of the Permare Group in 2000 and the size range of models built by the company runs from 26m (86ft) up to 36m (120ft). The group, in addition to Amer, also includes Sanremo Ship in Portosole and Cantieri del Mediterraneo in Bussana.

ANVERA YACHTS

A brand marketed by LG srl, Anvera Yachts produce innovative carbonfibre tender-style maxi RIB craft designed by Aldo Drudi. LG was formed by Luca Ferrari in 2002 along with Giancarlo Galeone and Gilberto Grassi. The experience within the company which is applied to the Anvera models includes past designs for Ferretti Group plus the Team Offshore Italia from 1989 to 1997.

Anvera launched its first model the Anvera 55 in 2015 and this was followed by the Anvera 48 in 2018 at the Cannes, Monaco and Genoa shows. The all carbon Anvera designs include one of the best

power-weight ratios producing a boat of distinctive character and one that is gaining popularity.

Both the Anvera 48 and Anvera 55 are designed for high performance on a quality carbon hull and the Mercury engines produces speeds up to 50 knots.

ARCADIA YACHTS

As Arcadia Yachts moves towards the end of its first decade, it is seeing the success of having steadily built up an innovative and functional range of models which are

gaining increasing popularity. Arcadia starts 2019 with 10 hulls worth more than €40m being built in the renovated production site.

The company has taken the decision to build on spec in order to considerably reduce delivery times for owners. Following the expansion of the shipyard in 2018 this action allowed Arcadia to double the space dedicated to after-sales activities, which are a major added-value in the market of luxury yachting - owners can rely directly on the shipyard for wintering and maintenance operations. According to the yard



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currently 50% of the ARCADIA yachts that sail in the western Med use the facilities. Following its investments Arcadia sees this percentage rising significantly.

Expansion of the production space from 36,000m² to 47,000m² was achieved last years through the purchase of a 21% of Marina di Torre Annunziata srl, a production site with a haulage and launching dock.

During the same period, Arcadia reorganised the production layout, which now allows to have at the same time up to seven yachts in the hull-fitting phase and four in the lamination phase. There are currently two A85s, two A105s, one A115 and three SHERPA yachts under construction. Two SHERPA XL units are also in the pipe, the first one of which will be premiered at Cannes 2019. Even with all these builds only 60% of Arcadia's production capacity is being used.

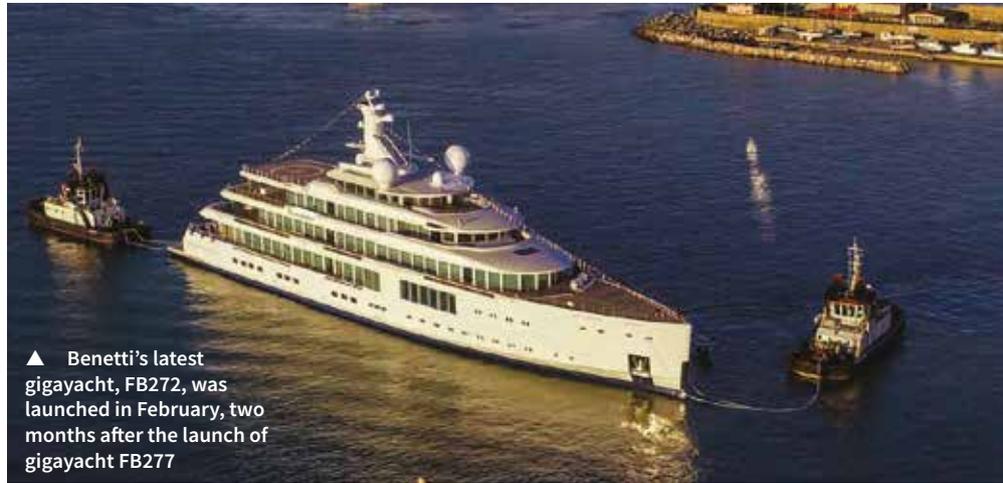
"In less than 10 year's activity, approximately 30 Arcadia Yachts' vessels have been delivered to their owners," said Ugo Pellegrino, director of the Italian shipyard. "Over the next few years, we will concentrate on the new Range and on improved distribution capacity on the one hand, and on a new production strategy on the other. In addition to making the production site more efficient in terms of delivery times, the new strategy will also allow us to meet our owners' customisation requests better."

CANTIERI AUSTIN PARKER

Cantieri Austin Parker has for the past 20 plus years been an established player in the small boat market in Italy. It currently has a range of seven models from 11m (36ft) to 22m (72ft) but it plans to enter the lower end of the superyacht market in the future. Austin Parker's dealer network concentrates on the European and US markets.

One of the company's projects is the new AP74 Fly which is the first model in a new yacht line between 22.5m (74ft) and 32m (104ft). The AP74 Fly has two engines 2x1400 HP and is also available in a version with engine displacement 2 x 800hp. Work on this project continues but no launch date has yet been confirmed.

In addition to the AP74 Fly, the company



▲ Benetti's latest gigayacht, FB272, was launched in February, two months after the launch of gigayacht FB277

has two projects on its books – the AP35 and AP 60 Sportsfly.

AZIMUT BENETTI GROUP

As the world's largest superyacht builder the Azimut Benetti Group maintained its top position at the world orderbook listing for the 19th year with 97 yachts over 24m (78f.5ft) in build. This was a 26% increase over 2018. In particular, through the latter part of 2018 and into 2019, the launches will take place of three superyachts over 100m (328ft) built by Benetti. One of this trio is the largest hybrid yacht yet built.

Over the last couple of years, the group has been working through a transformation programme in association with the Boston Consulting Group which aimed to strengthen its branding; management team, financial performance and operational efficiency.

In respect of the group's financial success it closed fiscal 2017/18 with a production value totalling €850m which was 18% up on the previous year. A total of 261 boats were sold with sales in excess of 24m rising 20%. The 2017-18 fiscal year saw an overall improved performance with an emphasis on growth. The adjusted EBITDA was €50m. Over the past five years, the production value has increased by 40% from €611m in 2013/14.

In terms of global sales, the Americas accounted for 38%, Europe 33%, the Middle East 11% and Asia Pacific 13%. The group remains the only international builder still

active in Brazil but with sales of 36 yachts, an increase of 24% this operation is proving a success.

Little indication has yet been given about the progress of the 2018-19 fiscal year but the figures will probably be presented at the 2019 Cannes Yachting Festival. Corporate changes through fiscal 2017-18 involved the acquisition of the 17% stake in Fraser Yachts, the world's top brokerage house, previously held by V Ships.

In regard to management changes Franco Fusignani was made CEO of Benetti, a promotion from his role as manager of the Benetti Business Operations Line. Christos Ramnialis was appointed vice president of Development of the Benetti Business Line, answering to the CEO, with the responsibility to develop new markets; stimulate the launch of new, innovative products, and strengthen the brand. After 25 years as the head of Benetti, Vincenzo Poerio departed to focus on the family firm.

The Benetti team will see Fusignani overseeing a new cycle of development which, already over the last nautical year, has increased its revenue from €320m to €370m growing an additional 16% and registering a new positive phase.

A key part of Azimut Benetti maintaining its lead position is the group's large investment programme, which is being boosted to €122m for the 2019-2021 period from the €104m invested from 2016-18. This is a 17% growth between the two periods. The latter included a €32m spend on ➔

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production capacity and €72m on renewing the product range.

Regarding the €122m, Azimut-Benetti plans to invest €28m in production capacity and the remaining €94m on the development of 10 Azimut Yachts and seven Benetti models to renew the range. In regard to Azimut model successes this was visible in particular with the Azimut Grande range and the 35m (122ft) and 27m (88ft) models especially, with more than 10 and 20 units sold respectively since their market debut. Regarding Benetti, this arm of the group saw 14 yachts sold in the first half of the fiscal year.

In respect of the group's marina operations, these reported a good performance and will shortly be joined by a facility in La Valletta, Malta. A new company will also be established at the site under Maltese law to finance the purchase of Azimut and Benetti yachts through local leasing contracts.

Summing up his views, Paolo Vitelli, owner of Azimut Benetti commented at the Cannes show: "As our 50th anniversary in business approaches, I am very proud of our achievements and now more than ever I think that the complementary nature of Azimut Yachts and Benetti is a key asset."

He added: "In parallel, Azimut will continue to grow and consolidate its positioning, ensuring that the group's overall range continues to be the broadest and most comprehensive in the world. I am also delighted with the excellent performance reported by the other companies in the Group (Fraser, Lusben, Yachtique and the Marinas), which contribute to making us a uniquely distinctive player on the market."

In respect of the Azimut and Benetti model ranges, the former has launched 10 new models over the past two years while Benetti has launched six new models. The group's large investment in carbonfibre over recent years is a consistent and ongoing part of product development investment.

During the Cannes and Monaco shows last year Benetti launched the three core superyacht ranges that it will be focusing on. These are the Oasis 135, Diamond 145 and four BNow model series.

The Oasis 135 was designed by RWD

and is based on a new concept that offers a contemporary take on the use of indoor and outdoor spaces. So far, one Oasis 135 is in build having been ordered by Seaset, the fractional superyacht business in which Azimut Benetti has a 50% stake. The Oasis 135 is the latest new model in Benetti's Class product line.

The Diamond 145 is the flagship of the Class product line. This 44m (145ft) displacement yacht draws on the core features of the Benetti Displacement Class and at least one of this model is in build in Viareggio.

The four BNow models are Custom yachts, again designed in collaboration with RWD, created to offer a modern onboard lifestyle by connecting indoor and outdoor spaces. Benetti's advanced construction technology ensures short delivery times. They come in sizes of 50m (164ft), 55m (181ft), 63m (207ft) and 68m (223ft).

BAGLIETTO/CCN

The publically-listed Italian Gavio Group owns two Italian brands namely Baglietto and Cerri Cantieri Navali (CCN), and the US brand Bertram Yachts. While the two Italian brands are both operating profitably, Bertram is expected to move into profit this year.

At its large waterfront shipyard in La Spezia, Baglietto is currently working on five projects. These include two displacement superyachts designed by Francesco Paszkowski Design comprising a sold 55m (180ft) unit due for completion later this year and a 43.65m (143ft) Fast Line HT model due to be completed in 2020 building on spec. The third by this designer is an on-spec build – a T-Line 48m (160ft) that is a sister to Silver Fox and due for completion in 2020.

Two others with exterior designs by Horacio Bozzo, are a 54m (177ft) and a 40m (131ft), due to be delivered in 2020. Both have been sold.

The La Spezia yard is already well

equipped with six build sheds and a large 120m (394ft) dock. Further investment is planned which will see part of this dock covered and a further build shed added.

At the Monaco show last year two new designs were launched – a 62m (203ft) design by Paszkowski and an innovative explorer superyacht of 43m (141ft) designed by the Milan-based design studio of Santa Marina Magnolfi.

At the time Baglietto CEO, Michele Gavino said: "Baglietto is aiming at

offering the market an increasingly complete range, capable of meeting the most diverse wishes and requirements of its owners."

At the CCN yard in Marina di Carrara four yachts are currently in build comprising a sold 39.80m Panam 40 to a Paszkowski design; a 37.3m (123ft) DOM 123 building on spec to a design by Steano Vafiadis, a sold 31m (101ft) CCN 31 to a Guido de Groot design and a 26.3m (86ft) Flying Sport by the Cerri Design Office which is available for sale.

Earlier this year CCN delivered the 28m (92ft) M/Y *Freedom* which was the third model of the Fuoriserie range, CCN's line of fully-custom projects. At MYS 2018 CCN sold a Panam 40 model which will be built in La Spezia and delivered to a European client in 2020. This new yacht will have a top speed of 31kts.

Gavino has strong hopes for Baglietto in 2019 and these include strengthening the brand's presence in the US – it presented its latest delivery, *Silver Fox*, at the Miami show in February.

In early 2019 Baglietto announced it had been credited with ISO 9001:2015 related to an integrated System of Corporate Management for Quality.

CANADOS

Canados is working on at least two projects at its Ostia plant near Rome. For delivery this year is a 37m Canados 120 of which this is number 21 of the series. The second is an Oceanic 140 Fast expedition ➔

“ I am very proud of our achievements and now more than ever I think the complementary nature of Azimut Yachts and Benetti is a key asset ”

model being built on spec which is set to be delivered in Spring 2020. The company delivered a 27m Canados 888 Evo yacht named Ursus last September.

CANTIERE DELLE MARCHE (CDM)

Ancona-based Cantiere delle Marche (CdM) is experiencing its busiest period since it was formed in 2010 with 10 projects in various stages of build. These range in size from 31m (102ft) to 43m. CdM's success is not only reflected in its volume of orders but also in its financial performance.

The company has expanded its Ancona facility from four to six sheds with the latest extension a 61m (200ft) build hall.

Three yachts were delivered in 2017 and among those completed in 2018 were its largest build to date, the 42.8m (140.5ft) K42 project called *Audace* which involved Floating Life in the project. Among deliveries this year is the 37.5m (123ft) Acciaio 123 named *Astrum*. During 2020, CdM is set to make four deliveries in the 39m-40m range.

The company's orderbook now extends into 2021 with two projects at least due to be completed that year. These are both Darwin class models – a Darwin 112 and a Darwin 102.

CANTIERI DI PISA

The established Italian yacht brand Canteri di Pisa has survived its latest troubles caused as a result of its parent, Mondomarine, going bankrupt. This resulted in the shipyard being in limbo for well over a year, but has now been rescued following its purchase by a company called Sea-Finance.

The owner of the online yacht charter platform Yotha, Philippe Bacou, is one of a group of investors that have acquired Cantieri di Pisa. The company has a new management team led by Simone Marconcini who has experience with Mondomarine, Logica Yachts and Nautor's Swan.

The objective is to return Cantieri di Pisa to being a leading Italian brand and their first task was to get the shipyard operational. There are three Akhir yachts in yard which it is planned to finish and sell and discussions with potential buyers are underway. The company has also been awarded a refit on an Akhir 85.

The three models left in the yard include an Akhir 118 and two Akhir 108s all designed by Carlo Galezzi. The 118 and one 108 are only in the initial stages of construction but

the other 108 is nearing completion.

Once the yard is fully operational a new business plan is being put together which will see a revamped range including Akhir being redesigned and re-engineered to help the brand make a strong comeback.

CANTIERI CAPELLI

Formed in 1974, Canteri Capelli is based in northern Italy at Spinadesco, near Cremona. It markets a comprehensive series of small sports and day boats and RIBs and there are around 50 different models in its various ranges. At Boot Dusseldorf it launched the Tempest BR65 model its largest RIB to date.

CETERA YACHTS

Cetera Yachts made its debut as a new Italian brand at Boot Düsseldorf 2019. The brand launched what it calls its 'Multispace Yacht', involving a reworking of the yacht's internal space. Cetera has been set up by Salvatore Serio, previously majority shareholder of the Dufour Yachts group.

Serio has been joined by Paolo Francia, owner of CorseT that specialises in the production of prototypes and moulds for the marine industry; yacht designer and naval architect Francesco Guida, and Fiat Mare where the boats will be assembled. The Cetera name derives from an ancient Roman vessel, based in Baia, where Fiat Mare is located.

At Düsseldorf the 19m (62ft) Cetera 60 was introduced as the first model of the new brand with plans for a smaller and a larger model. The Cetera 60 includes a new layout across three decks with a technical deck at the base of the yacht, a central living space deck and a flybridge. Construction is due to start next month, with its debut scheduled for Cannes in September.

The Cetera 60 will be built in compliance with RINA regulations. The yacht has a standard planing hull and it will be powered by twin Volvo IPS 600 engines, giving it a speed of 23kt. There will be an option for IPS 800 engines.

The innovation of the Cetera 60 lies in its deck layout. The lower or technical deck comprises the engine room, the hydraulic and tank compartments, an en-suite crew cabin for two or possibly a fourth cabin, the chain locker and generator compartment.

CODECASA

As one of the longest established (dating from 1825) and best known Italian yacht brands, Codecasa currently has four ➔

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projects in build. Two of these – yard No C122, a 43m Vintage series model and the 65m(213ft) yard no F74 – are due to be delivered this year. Two 55m yachts – yard no C123 and yard no F74 – are set to be delivered in Summer 2020 and 2021 respectively.

COMITTI GROUP

Como-based Comitti Group is a builder semi-custom full wood runabouts and wood and GRP composite runabouts. The company attend Boot Düsseldorf and indicated that at least one new model was in development. Comitti's current model range includes full wooden boats in 7m (22ft) and 7.6m (25ft) sizes while the mixed wood-composite range has five models between 7m (22ft) and 10.4m (34ft).

CRANCHI

2019 will be a special year for the Italian production builder Cranchi as it will see the introduction of its new flagship model, the Settantotto (Seventy-eight). This is now in construction and should be unveiled at Cannes.

At Boot Düsseldorf the success of Cranchi's T36 Crossover model was recognised by it winning the European Powerboat of the Year 2019 in the category under 45ft.

"This recognition of the T36 Crossover comes at just the right time," said Guido Cranchi, CEO of Cranchi Yachts. "This yacht has in fact inaugurated a new phase of renewal of our range. The T36 Crossover, as well as the two E26s that we presented in the summer or the seventy-eight that will debut at the beginning of the next season, shine for their quality and originality. They are models that offer the market something new; boats that conquer the experts and the nautical enthusiasts also thanks to the extraordinary work on design that our shipyard is conducting together with Christian Grande."

The E26 Classic, one of the new models under 30 feet that Cranchi introduced in 2018, was on show at Düsseldorf. The E26 is being produced in two different models the E26 Classic and the E26 Rider. The Classic has an inboard engine and the rider an outboard.

DOMINATOR ILUMEN

Dominator Ilumen, the Liechtenstein-headquartered superyacht brand, is expanding and currently working on three new projects to expand its model range. It is also enlarging its international office network.

The Austrian-owned, Italy-based company, which assembles its new-builds in Fano, launched two 28m (92ft) models in 2018, including the Cadet V which was exhibited at both Cannes and Monaco yacht shows.

In addition to Cadet V and Zalanka, the second and third 28m superyachts completed in the past few months, Dominator has another two in this series which are set to be delivered in 2019 or 2020.

As a builder of fully customised superyachts, the three 28m yachts delivered so far are entirely different and bespoke.

To expand the range, Dominator is currently working on three new projects – a 24m (79ft), a 32m (105ft) and a 38m (125ft). The owner of 28m *Kalliente* has since commissioned a 38m model, so has returned the yacht to the yard to sell on. Work on the 38m project is progressing and delivery is set for 2020.

Dominator managing partner Angela Pernsteiner explained to *IBI*: "The 24m is a concept with work progressing with construction planned. We are hoping to avoid having to do tank tests for this model as we are using the 28m hull form and reducing it. It is possible this will be debuted at Cannes or Monaco 2019."

The Fano shipyard has 10 build slots to assemble yachts up to a maximum of 38m. GRP work is carried out on another site.

In May this year, Dominator opened an office at Porto Montenegro as a communications, promotion and sales centre and it has since opened an office in Dubai so giving the brand a presence in the Middle East.

Dominator Ilumen will be participating

in the Dubai International Boat Show and exhibiting the MY *Hanaa*. The company see its presence in the Middle East as a key development in expanding its international network.

DREAMLINE YACHTS

At the 2018 Cannes Yachting Festival Deamline Yachts promoted the idea of a rebirth for the brand through new products, expanded production capacity and a strengthened brand image. The core DNA values of the brand are being retained but enhanced.

Dreamline used Cannes to hold the worldwide premiere of the Dreamline 35 a new superyacht designed by Enrico Gobbi and Arrabito Naval Architects in association with the Dreamline Technical Office.

In regard to production capacity dreamline has opened a new 4,000m² area which is being used to produce fibreglass. This follows just two years after a new 8,000m² shed was opened in Fano.

For product development the company is to expand the range with a new entry model

of 21m (68ft) plus larger superyachts up to 40m. In respect of the brand image this is also being reworked.

At Cannes, Paolo Bencivenni commented: "This was a positive year (2018) for the company, above all for the excellent order portfolio. Since the foundation the shipyard, it can boast

seven boats launched and eight others in production."

DYNAMIQ YACHTS

While Monaco headquartered, Dynamiq builds its yachts in Italy at Massa. To date in its short existence the company has built and delivered two GTT (Gran Turismo Transatlantic)-styled yachts namely the 38.6m (126ft) Jetsetter sold to a UK buyer, while the GTT115 still awaits a buyer.

The Dynamiq are all-aluminium yachts which combine the 20kt-plus top speeds of sport cruisers with the ultimate comfort and 3,000-mile range of displacement ➔

“ The owner of then 28m Kalliente has since commissioned a 38m model, so has returned the yacht to the yard to sell on ”

vessels, hence the GTT. They are designed by Studio F. A. Porsche. The Dynamiq range includes the GTT100, GTT115, GTT135 and GTT165.

The company's build facility is located in Massa. The modern and high-tech facility is well fitted out for building the full range of Dynamiq superyachts up to 45m with various powertrain options including hybrid technology.

Having sold a 41m Dynamiq 135, this is the third model in build and it is due to be delivered in the summer of 2020. The purchaser is an experienced European yachtsman. The GTT 135 will have a fast displacement hull from Van Oossanen Naval Architects, and includes aluminium, Sealium alloy and carbonfibre.

At Boot Düsseldorf Dynamiq announced that it has now formed Dynamiq Sale & Charter as an expansion of its activities. Sergei Dobroserdov, Dynamiq's CEO, commented: "Dynamiq draws on a modern business model that is not restricted by industry stereotypes and provides a wider range of client-driven services."

"It works perfectly for both sales and charter clients," he adds, "as they can benefit from our knowledge of every nut and bolt that goes into building a superyacht, which means we are well placed to recommend the right pre-owned or charter vessel."

ELEVA YACHTS

Formed a few years ago as a new brand of Carbon Line, Eleva Yachts has so far produced two models, the Eleva 50 fast cruiser and, to be ready for the 2019 season, the Eleva 42. Both sailing yachts are designed for high performance, maximum safety and good stability. The 42 is being produced in two versions – Ocean and Mediterraneo.

The yachts are designed by Ceccarelli Yacht Design. Carbon Line, based in Fano is a leading company in luxury yacht manufacturing. Formed in 2013 it has become a leader in the supply of composite materials and it is operating out of three facilities. Its customer base includes the likes of Ferretti, Riva, Custom Line and Azimut Benetti. Its quick growth reflects the fast-developing use of carbon in many yacht models.



▼ It was a big year for with the launch of its new flagship 140 and this, the Pershing 8X

FERRETTI GROUP – (FERRETTI YACHTS/ RIVA/ITAMA/MOCHI/PERSHING/CRN/ CUSTOM LINE/WALLY)

The most significant happening for the Ferretti Group is that it is in the process of acquiring the Wally brand. At Boot Düsseldorf Ferretti CEO Alberto Galassi spoke of having a licence to buy Wally once further negotiations were completed. They have already taken some 15 months.

Ferretti has big plans to develop Wally with an investment over three years of €84m of which €70m will be spent in the first two years. This will include establishing a dedicated shipyard either in the Adriatic or Tyrrhenian Sea plus new product development.

The first project between the two companies will be a restyled 14.5m 48 Wallytender that will include all the distinctive Wally hallmarks. The Wally tender will have a full cabin for two people with en-suite facilities, making the craft an ideal day or weekend cruiser. It will be propelled by a twin Volvo IPS 650 engines, giving a speed of 38kt. The new tender will be premiered at Cannes in September.

Galassi spoke of the Wally brand filling a gap in the Ferretti portfolio of products. He announced that Wally founder Luca Bassani approached Ferretti in respect of the purchase and that Ferretti Group COO, Stefano di Vivo, has been appointed managing director of Wally.

The group's financial performance

continues to grow. In terms of Ferretti's projected financial performance for the 2018 fiscal year, CEO Alberto Galassi was unable to give confirmed figures in Boot Düsseldorf but presented graphics suggesting what is to come. In terms of turnover the graphics suggest a result in the order of €650m compared with €606m in 2017 and €548m in 2016.

With regards to the serial order intake, the graphic suggested an estimate of well over €500m compared with €392m last year and €401m in 2016. Galassi said that €30m is spent on R&D each year.

The group appears set on a course to achieve a larger production value for 2018 with €420m being estimated as the value for the first eight months of year, an increase of 22%. The total for 2017 was €623m so a significant rise for 2018 is anticipated.

There is no slowing in the pace of new models as the group continues to introduce 15 or more new vessels a year which it has done consistently over the past three years. At Düsseldorf it was showing the all-carbonfibre Pershing 8x along with seven other models.

2018 was described as being 'Pershing's year' with the launch in February of the Pershing 140, the new flagship of that brand. The 140 is the first all-aluminium yacht from Pershing. The second 140 hull is in build and will be launched in September.

For Custom Line the launch of the Navetta 30 was described 'as the launch ➡

of a new era' with the displacement range of Custom Line being further developed including a new hull. "It is a 30m yacht but it is still within the rules of a 24m." It complies with both RINA and MCA rules. A new Custom Line 106 model was announced with the first hull being launched in mid-February.

For Ferretti Yachts a new 720 model was announced which maintains the contemporary style of this brand and linked with design by Filippo Salvetti. Mention was also made of the CRN 79m (260ft) which will be in the water in March. The new Andrea Varicello-designed 70m (230ft) contract signed in December 2017, and is due to be completed in 2021. This was designed in association with Alessandro Nazareth who produced the concept, the external lines and interior partitioning.

The new Riva 90 Argo was also officially presented: the 90-foot project born from the collaboration with Officina Italiana Design, the studio founded by the designers Mauro Micheli and Sergio Beretta, joins the latest generation of Riva flybridges, alongside the Riva 100 Corsaro and Riva 110 DolceVita.

At Cannes there were five new premiers out of a fleet of 25 yachts on show between 8 and 42m. The five were the Ferretti Yachts 670; Custom Line 120, Custom Line Navetta 42, Riva 110' DolceVita and the Riva 66 Ribelle.

With the growth of Ferretti Group's superyacht models reference was made to the large investment in Ferretti Group's Ancona facilities, where four new sheds have been added and six others have been extended by 25%. At Cannes it was stated that three new shipyards were being sought to keep pace with the order intake. One of these three may have been the new Wally yard.

In regard to Ancona, the shipyard now has 80,000m² of which 25,000m² is covered. There is a 250,000m² marina and three large quays over 300m (987ft). Ten new sheds have been constructed at the yard while one more was upgraded in 2017-18. One 120m (394ft) long launch ramp has been installed and a new 3,500 tonne capacity synchrolift is scheduled to be operating by 2021.

Another key development at Ferretti Group is its expanding involvement with the superyacht sector. Traditionally this has primarily involved just CRN but now it includes additionally Riva, Pershing and Custom Line.

The total investments in superyacht models since 2015 by Ferretti Group amounts to €153.5m, including an estimated €54.5m in 2018. The investment in superyachts over 30m (98.5ft) is also rising steadily. In 2015 the group invested just €5.2m in such yachts but this rose to €13.1m in 2016; €18.7m in 2017 and it is forecast to reach €19m this year.

Aligned to this will be a significant increase in superyachts built. In the 2016-18 three-year period six semi-custom superyachts over 30m in composite were designed and engineered. For 2019-21, this figure is also six but deliveries across the period will jump from 38 to 59. Looking at full custom projects over 30m and in steel and aluminium or all aluminium, the number increases from two in 2016-18 to seven in 2019-21. This equates to a 55% rise for the 2016-18 period and a 250% increase in 2019-21.

FILIPETTI YACHTS

Filipetti Yachts celebrates its 10th anniversary this year. As part of the celebration the company had a global premiere at the Miami Show of its new Filipetti Sport 55 model. This latest model has an exterior design by Davide Cipriani and the Filipetti design team.

The S55 has three cabins and it is the smallest of the Sports services alongside the S65 and S75. With the twin Volvo Penta IPS 1200 propulsion it will achieve 37 knots which rises to 47 knots with the twin MAN V8 1200 + ASD power combination.

The S55 is the latest new model since the launch of the Navetta 26 named MY Maxima about a year ago. This yacht had interior and exterior décor in collaboration with studio, Hot Lab Yacht & Design.

FINCANTIERI

In 2018 Fincantieri Yachts, a small part of the huge Italian state-owned global Fincantieri shipbuilding group, launched the Griffin superyacht series which came in four sizes of 66m (216ft); 77m (252ft), 88m (288ft) and 99m(324ft). As yet no orders are known to have been signed but talks are being held with potential purchasers.

FIPA GROUP – AB YACHTS/ MAIORA/CBI NAVI

The scale of activity by the Fipa Group and its three brands is much reduced compared with the past especially now that much of its build space in Massa and Viareggio ➡

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has been acquired by Sanlorenzo.

A notable over the past year has been the launch by CBI Navi of the 39.6m explorer yacht *Stella di Mare*. Under yard number CBN45 this superyacht has been completed for a European customer. This project was originally placed with Mondomarine in 2015 but when that yard ran into trouble it was transferred to CBI.

**GRAND SOLEIL YACHTS/
CANTIERE DEL PARDO**

The early part of 2019 has a focus on new developments for Grand Soleil.

At Boot Düsseldorf the company showed off a previously unreleased version of its 16m (52ft) Long Cruise model. This was followed shortly after by the technical launch in Ancona of its 24.5m (80ft) GS Custom 80 yacht *Essentia*, the first hull of this new line for the company. The GS80 is a full carbon craft which was built after two years of research and development.

At the 2018 Cannes show Grand Soleil had held the global launch of its full carbon GS48 model. Some weeks after the show a corporate move within the company saw the acquisition through a management buyout of Cantiere del Pardo. Fabio Planamente and Luigi Servidati as CEO and chairman of Grand Soleil respectively, had become the majority shareholders of Cantiere del Pardo.

As part of this transaction, a €5m increase in share capital will support the future activities of both companies to expand the shipyard capacity and further develop both brands.

HERON YACHTS

Heron Yachts, based close to Rome, is a new brand that over the past three years has built a capacity to build craft between 10m (33ft) and 21.5m (70ft). The company is developing a series of innovative sporty cruisers providing a mix of performance and comfort matching speed with low fuel consumption.

Its first model was the 17.9m Heron 56 motor yacht, designed by naval architect Massimo Picco of Picco Yacht Design. Its unique hull guarantees minimal drag, limited fuel consumption and excellent performance levels with moderately

powered engines. The Heron 56 is equipped with two 435hp Volvo Penta IPS600 engines for a top speed of 32.5kt.

The Heron 38 was the brand's second model designed by the same team. A further larger model is being planned.

INVICTUS YACHT

The consistent story of new models and increased build capacity continues at Invictus Yacht. In just over four years since this brand launched, its southern Italian shipyard's strategic capacity to manage production on a semi-industrial scale allows it to build approximately 300 units per year. The Borgia facility is now up to 18,000m² of which 7,000m² is undercover.

In terms of new models, the GT320 had its world premiere at Cannes 2018 as a comfortable day/weekend cruiser. It comes with single or twin engines giving various power options. This is the third model in Invictus's popular GT range.

In total, Invictus now offers 13 models comprising the T and X series. The T range includes the GT and TT series; both of which are characterised by the iconic reverse bow. The X range with its CX, FX, SX and HX series, is designed for owners who love the sea and enjoy relaxing.

At Boot Düsseldorf 2019 it was

announced that another new model, the CX270, would be globally launched at Cannes in September. The shipyard is also working to present an electric boat plus a new model that will complete the T series and be its flagship.

In terms of sales Invictus has focused on European markets and some others like Australia but kept away from the US until it feels ready to take on that market. The best way to enter that market is currently being reviewed.

In another development Atelier Invictus has been formed to increase the customisation possibilities to a higher level by offering its customers a network of specialised craftsmen and highly-qualified suppliers.

ITALIA YACHTS

In 2018 Italia Yachts expanded its product portfolio with launch of its new 11.98 model line, a 12m (39ft) family of vessels developed to comply with ORC and IRC rules. Specifically designed to be flexible for those that want a mix of racing and cruising features, the 11.98 family combines the latest in hydrodynamics research with clean design, easy handling and a luxurious and efficient layout.

The 11.98 Series will be available in two



▲ Shaking on the deal: David Walters Yachts now represents Italia Yachts in the US

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models, the 'Fuoriserie' and the 'Bellissim'. The 'Fuoriserie' line has been engineered with the demands and needs of the pure racer in mind, while the 'Bellissima' features a more elegant and comfortable interior more suited to those who want to cruise without compromising performance.

Later in the year Italia Yachts set up Squadra Corse as a new specialised department dedicated to all those owners who wish to race with their IY boats. The department is led by a technical team who can best advise owners on rules and regulations, manoeuvres, sails and appendages to achieve the ideal boat's setup.

Italia Yachts is also working to expand its international market presence where 35% of its sales occur in such markets as the US and Australia. By 2022, the shipyard aims at refining its product portfolio to having eight different models from 34ft-55ft as opposed to nine currently of which five are in its Blue Water and four in its sports range.

ITALIAN SEA GROUP

The Italian Sea Group (ISG) which includes Admiral Yachts, Tecnomar, NCA (Nuovi Cantieri Apuania) and Celi Services, is one of the largest conglomerates in the Italian boating industry. Based at Marina di Carrara it has the ability to construct, repair and refit yachts up to 150m (495ft). Its facilities include a 200m dry dock; a 100,000m² site and 11 production areas.

During 2018, ISG started accepting cryptocurrencies for payments for yachts after ISG set up a partnership with Aditus, the world's first luxury access platform for 'crypto-affluent' people. Under this partnership, firstly, Aditus Pay will be the exclusive crypto-payment gateway for the Italian Sea Group Asia. This allows crypto-users to purchase Tecnomar and Admiral yachts using Aditus tokens as well as other crypto-currencies like Bitcoin, Litecoin etc.

The Tecnomar Eco 120 Ice White Special Edition will be released at the Cannes Boat Show in September 2019 following the earlier launch of Tecnomar's Evo range of fast yachts. Two of these semi-custom, all-aluminium yachts of this series have been built for Chinese clients with the

first delivered in July 2018 and the second scheduled for completion in December 2019. Both Tecnomar and Admiral yachts are looking to grow their business in Asia hence the formation of TISG Asia.

Among the yachts in build is a Galileo 62 superyacht which Admiral is building on spec and scheduled for delivery in 2022.

At MYS 2018 Admiral announced the sale of a new 55m superyacht *S-Force*. It is due to be delivered in early 2020 for a buyer introduced through IYC. This model features exterior styling by Gian Marco Campanino from Admiral.

Prior to MYS 2018 a contract was signed for Admiral to build a 46m. Admiral has started this yacht, which is due to be delivered in May 2020. Admiral also signed to build a 75m superyacht with a steel hull and aluminium superstructure. Delivery is set for 2021.

During 2018 the full-displacement custom 73.2m superyacht *Planet Nine*, the largest so far built by Admiral was delivered. She is an ice-classed explorer yacht and was built on spec but has since been sold. She was built to LR class.

MANGUSTA, OVERMARINE GROUP

Overmarine Group's Mangusta brand has had a busy year with new orders and deliveries.

At the 2019 Miami Show, Mangusta introduced the latest model in its Gransport Line, the Mangusta Gransport 33. This 33.3m (109ft) yacht is already in build with delivery set for 2020. It is constructed to RINA class the exterior design is from AM Yacht Design and the interior and naval architecture handled by Mangusta.

Just after MYS 2018 the company announced that it had sold the third Mangusta Oceano 42 which it had launched some three months earlier. This is a tri-deck superyacht built with a steel hull and aluminium superstructure. AM Yacht Design provided the exterior design.

Through the early summer Mangusta had a busy time with the launch at the end of April of the 54m *El Leon* which was the first superyacht in Overmarine's new Gransport fast displacement line of aluminium models.

Maurizio Balducci, Overmarine →

“ ISG is accepting cryptocurrencies for payments after it set up a partnership with Aditus, an access platform for 'crypto-affluent' people ”

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Group CEO, said at the launch: “In the automotive sector the definition of GranSport is synonym with high performance and optimal comfort. These principles have been the key starting point for the creation of the new line.” The Mangusta GranSport line is designed by Alberto Mancini.

In April Overmarine also sold a 28.72m Mangusta 94 to a US owner. This was the eighth Mangusta Maxi Open model sold and the seventh model in the series was launched the same month also for a US buyer. Winch Design participated in the latter with a custom interior design.

MCY- MONTE CARLO YACHTS

In 2018 Monte Carlo Yachts (MCY) celebrated its 10th anniversary and a first decade of notable activity which saw a run of new models.

Perhaps the most unexpected event for MCY in 2018 was the removal by Groupe Beneteau of Carla Demaria as president of the brand. This was down to a number of disagreements of the direction of the company and she has since joined Sanlorenzo.

MCY started the year with the first of three new launches - the new MCY 70 which is the first of a new generation called the MCY Collection. This new series of yachts will feature even larger interior volumes, wider views, increased brightness, and expanded customization options made possible by the company's revolutionary naval architecture and production processes.

The other two models MCY will present in 2019 are the MCY 66 and MCY 76. The new MCY 76 is an evolution of the company's very first yacht. The MCY 66 will also naturally evolve from the previous model and feature updated design and enlarged interior and exterior spaces.

During 2018 and going forward, MCY continues to expand its global dealer network and maintain a strong marketing activity through exhibiting in several international shows.

NEREA YACHTS

Nerea Yachts' is a new Italian brand launched at Boot Düsseldorf 2019. It has

produced its first model, the NY24 which is described as a 'new, all-Italian stylish day cruiser' which also has potential as a high-class tender for superyachts. Nerea Yachts is a company based on the established design skills of Dario Messina, who has been operating in the boatbuilding industry for 20 years.

The NY24 is seen as a first step following research based on the love for the sea, Italian style and the desire to create a boat as if it was a work of art. Signed by the Italian designers Alessio Battistini and Davide Bernardini of ideae ITALIA, the NY24 is day cruiser born from a creative idea and built with the collaboration of an experienced technical team.

The NY24 was moulded and built in the Nerea Yacht facilities on the Adriatic coast, near Fano. Messina has set up a “boat boutique”, a nautical laboratory where every new craft is made-to-measure.

OCEAN KING

Based at Choggia near Venice, Ocean King Yachts launched its new Ocean Queen 150 model in January 2019. This is a custom yacht with a focus on pleasure rather than its supposed explorer capability. The Ocean Queen 150 is a sub-500 GT steel/aluminium tri-deck motoryacht. Negotiations with a number of potential buyers are in progress and it is anticipated at least one contract may be signed in the next few months.

The Ocean Queen 150 has been developed in conjunction with Venetian studio, Watermark Design. The design also includes input from Ocean King clients.

OTAM YACHTS

Otam Yachts is busy with a number of contracts including its 26m Otam 85GTS fast planning yacht which is now well advanced at its Genoa shipyard. Construction remains on track for the scheduled delivery to happen in the summer 2019 season. The yacht will make her international debut at the 2019 boat shows.

The all-new project, which was sold in May this year, features interior and exterior design detailing by French architect Joseph Dirand. The Otam 85GTS will have the performance to go with its sporty styling, with a twin 2,600hp MTU 16V set-up for a

top speed of 45kt and cruising at 38kt.

Also in build is an 80HT which is due to be delivered in April 2020. The yacht is powered by twin MTU main engines (2,600hp each) coupled to Arneson drives for a top speed of 47kt and a cruising speed of 40kt. Among its many bespoke features developed by the yard in association with long-standing partner, Umberto Tagliavini and the Marine Design & Services team, this latest project incorporates several firsts for Otam.

PALUMBO GROUP – COLUMBUS YACHTS AND ISA/MONDOMARINE

Through 2018 and into 2019, the Palumbo Group was consistently busy with superyacht orders and increasing the capacity at its yacht facilities. The Palumbo Superyachts Division now includes the Isa Yachts, Columbus, Extra and Mondomarine brands; the Palumbo Superyachts Refit section formed by five shipyards (Ancona, Malta, Marseilles, Naples and Savona) today is the largest superyacht maintenance and repair network in the Mediterranean.

In regard to increasing capacity, early in 2019 the new €6m, 3,300 tonne capacity synchrolift became operational at the Palumbo shipyard in Ancona which it now its main yacht building centre for both the Columbus and ISA brands.

This new “Ship Lift Platform 3300”, means the yard is now capable of handling mega yachts up to 3300 tons and 110m in length. Technically, the whole system consists of an 81m long and 19m wide steel platform, supported by 14 large winches allowing to lift/launch mega yachts with a maximum draft of 6m. The synchrolift will be inaugurated on the occasion of the launch of the Columbus 80m *Dragon*, scheduled for mid-March 2019.

In addition, the Ancona synchrolift a new 420 tonne travel-lift was installed at the Malta yard of Palumbo Superyachts.

In November 2018, Palumbo fully took over the Mondomarine shipyard at Savona have had an involvement there since early in 2018. The was acquired for an undisclosed sum and Palumbo has been granted a 20-year state property concession. International designers have now been hired by Palumbo Superyachts to design

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the new Mondomarine yacht projects while preserving the company's core values.

As to yacht building, in January ISA Yachts launched the first superyacht in the Alloy 43m at Ancona. Named *Agora III* and built entirely in aluminium, she features exterior and interior style by Luca Dini and naval architecture by Francesco Rogantin. She will be delivered later this year.

In September Palumbo Superyachts sold an 26.5m (86ft) EXTRA by ISA Yachts to a repeat client. This yacht makes the 4th new build yacht of the EXTRA range sold by Palumbo in just six months following the sales of Extra 126ft, 93ft and 76ft.

In spring 2019, the 79.5m (261ft) Columbus 80 superyacht commissioned in 2016 will be delivered. The yacht was contracted by "an experienced owner".

Also in build is a 49.5m (163ft) Columbus S50 which is due for delivery in summer 2020. This was sold to a repeat client.

PERINI NAVI

The leading Italian yacht builder introduced its new Heritage motor yacht line at MYS 2018. This series has three models to start with - the 55m Heritage, 65m Heritage and 75m Heritage. Created through collaboration with Zuccon International Project, the new range is based on the yard's sailing history and traditional styling.

The Heritage family has a special focus given to the outdoor spaces.

In regard to yachts in build the new Perini Navi's custom 56m Voyager motoryacht arrived at La Spezia from the Perini yard in Turkey in December 2018. This yacht is due to be delivered next year to its Asian owner. The yacht has been designed by Perini working with Philippe Briand and his Vitruvius brand of explorer-ready yachts.

The second E-volution 42m sailing yacht was sold in November. This was sold a few months after the first to an experienced European owner with delivered said to be in 2021.

ROSSETTI SUPERYACHTS

Following its launch as a new brand of the Rosetti Marino Group in 2017 just over a year later having issued several concept designs, Rosetti Superyachts announced

its first order. This was for a 38m (125ft) explorer yacht with delivery due within two years. The order was placed by a European client and the new yacht includes a hull and exterior designed by the Italian designer Hydro Tec.

The two latest concepts unveiled in mid-January 2019 involving collaboration with Italian designer, Giovanni Ceccarelli, comprised two tri-deck models of 35m and 50m.

During 2018 work continued on upgrading the shipyard in Ravenna for superyacht construction.

ROSSINAVI

In the last quarter of 2018 Rossinavi introduced a new 49m concept called Project Blue Runner 49. This new design includes naval architecture by Arrabito Naval Architects, and it has an inverted bow design and an aluminium hull. The new concept will reportedly offer accommodation for up to ten guests in five staterooms.

As to yachts in build in July the builder completed the 49m (160ft) *Flying Dagger*. Launched in April this fully custom superyacht combines exterior design from Enrico Gobbi with an interior by the rome-based studio of Lazzarini Pickering Architetti.

Prior to the launch of *Flying Dagger*, Rossinavi held the launch at its Pisa yard of the 63m waterjet driven *Utopia IV*. Built for an American owner, the *Utopia IV* is one of the biggest yachts built by Rossinavi to date. She is a full-aluminium, semi-displacement yacht built for speed and comfort. Her top speed is 28 knots generated by the four Rolls Royce Kamewa water jets.

In March 2018 Rossinavi made known that it had sold a 48.8-metre superyacht project: Vector 50. This was for a US client and the sale was arranged through the Superyacht Division of Allied Marine. Delivery is due in 2020.

SANLORENZO

Sanlorenzo started 2019 with the same flurry of developments that it had posted through 2018 its 60th anniversary. A new development plan; an increasingly strong fiscal performance, new models,



▲ Sanlorenzo's SX76 made its US debut

potential acquisitions and new executive appointments were all part of this plan.

A key development was that Sanlorenzo was now back as a totally Italian owned company with owner Massimo Perotti having bought the stakes of Chinese and Italian companies in 2018. He now owns 96% of the company and the management have the other 4%.

Sanlorenzo's 2018 turnover of €380m, a rise of 27% over 2017 is anticipated to increase to €460m in 2019, a further 20% jump. This forecast is based on an order backlog of over €500m extending into 2019, 2020 and beyond. By the end of 2019, Sanlorenzo will have put €100m into facilities, product development and R&D and branding during the 2017-19 period.

In respect of facilities, this has seen expansion and upgrades in La Spezia, Massa and Viareggio including the purchase of sheds from the Fipa group.

Product development includes new models for both the Sanlorenzo Yacht and Superyacht divisions and a new Sports Line to be developed over the next two years. This SL Sport Coupe series will have models of 13m (42ft), 16m (52ft) and 19m (62ft). The first model of the Sanlorenzo Open Coupé line is already in preparation.

Following the acquisition of BlueGame in 2018, new models, namely the BG50, BG60 and BG70 are planned. Sanlorenzo sees that the launch of this new SL model range and the new BlueGame models will be accelerated by acquisitions, allowing diversification and expansion of the group's product offerings.

With an interest in providing a global

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▲ Sanlorenzo has big plans for Bluegame

proposal to the customer, the creation of a business unit dedicated to new innovative initiatives borrowed from more advanced sectors is also planned.

The Sanlorenzo Academy, aimed at developing works for the shipyards and crew for the yachts, is also being expanded. A dedicated building has now been acquired and the number of students will increase from 60 in 2018 to 120-150 with six different courses being offered.

Management appointments include Carla Demaria being made CEO of BlueGame as well as being responsible for new business development and Ferruccio Rossi, former managing director, assuming the position of CEO of Sanlorenzo Spa. He is also appointed president of Sanlorenzo Superyachts, the company division dedicated to metal models over 40m.

SESSA MARINE

Sessa Marine maintains an ongoing product development programme across its three brands. In 2018 several new models were launched for the Key Largo, Cruiser and Yacht ranges.

Across those three ranges of open and fly boats, from 18ft-68ft, more than 20,000 boats have been produced. They are sold through a global dealer network, assisted by a 'Service Point' network extending throughout the Mediterranean, the Middle East and the Americas.

SOLARIS YACHTS

Having invested a substantial amount in tripling the size of its build facility, this is

now fully operational and supporting the further expansion of the Solaris brand. The company is building around 35 yachts a year of which some 80% are sold in Europe and the rest across the world.

Its model ranges which currently includes high performance sailing yachts at the sizes of 37ft; 47ft, 50ft, 55ft, 58ft, 68ft and 72ft. A new 44ft model has been added and three Solaris Maxi yachts are planned; the series includes three models with the Solaris 64RS having been launched in December last. This will be followed in July this year with the Solaris 80RS and in 2020 with the Solaris 110 due to be launch in April next year.

SUNDECK YACHTS

Following the development of its new shipyard in Ravenna, Sundeck is now working through its planned range of seven models from 14m-38m. Founded in 2015, this year it will be working on the 21.5m (70ft) Sundeck 700 model which will be world premiered at Cannes in September.

Sundeck has had sales success with its Sundeck 430 and 580 models but it is waiting for a buyer before proceeding with its 38m design. This would have to be constructed in a different shipyard and it is currently looking at a number of options including ones in Croatia and the US.

TANKOA YACHTS

Following on from the positive reception that its 72m (236ft) superyacht *Solo* received at MYS 2018, Tankoa Yachts is in expansion mode. This involves a number of new projects in build; a new shipyard in La Spezia allow vessels of over 100m to be built and a new custom division formed.

As part of its expansion programme Tankoa are building a 50m Tankoa S502 Elettra hybrid yacht with work on this project already underway. This yacht is scheduled to be completed for May 2019. She will be similar to *Vertige* but be a full hybrid yacht and her foredeck will have a touch and go helipad.

In addition, Tankoa plans to build two more 50m yachts for delivery in 2020 number 3 and 4 in this series. Construction work on hull #3 is already well advanced at Tankoa's other metalwork facility in La

Spezia. Both 50-metre projects are sister-ships to S501 *Vertige*. This pair will be sub 500GT superyachts.

Hull #3 will be powered with conventional diesel propulsion, whereas #4 will come with a hybrid propulsion package. Hull #3 will be moved to the outfitting shed at its completion facility in Genoa in late December this year, where finishing works will start early January for a scheduled delivery in May 2020. Hull #4 will be delivered in November 2020. Both yachts have been started on spec using Tankoa's own capital.

In response to the arrival of more and more experienced clients with their own one-off designs, Tankoa has decided to create a dedicated full-custom business unit. The company has acquired a new shipyard in la Spezia to support this expansion.

With a range of projects from 57m-90m on the drawing boards by designers from Italy and the Netherlands, Tankoa expects to announce its first contract for a full-custom, one-off yacht in the near future.

TECHNORIB

As the official licensee of the trademarks PIRELLI and P. for Speedboats, Technorib used Boot Düsseldorf to exhibit the complete Jet Tender line for the first time. Starting from the smallest model, the PIRELLI J29, which measures only 2.9m, and going up to the PIRELLI J45. The latter model was given a global launch at Cannes show last September.

VISMARA

While the name is quite well known Vismara has maintained a low profile over recent years, a policy which seems on course to change in 2019. A number of new models are being launch this year.

Significantly in 2018 Vismara completed one of its largest projects to date, the V100. This 30m sailing yacht, christened *Bebivi* was handed over to her owner last summer.

WIDER YACHTS

Following the delivery of the Wider 150 in October 2015 and the Wider 165 project now named MY *Cecilia* was completed in summer 2018. The company had previously been looking at a Wider 130 project but no mention has been made of this for some time.

Wider Yachts is now totally owned by the listed company Genting Hong Kong. **IBI**

“ In response to the arrival of more and more clients with their own one-off designs, Tankoa has decided to create a full-custom unit ”