

THE ITALIAN SEA GROUP

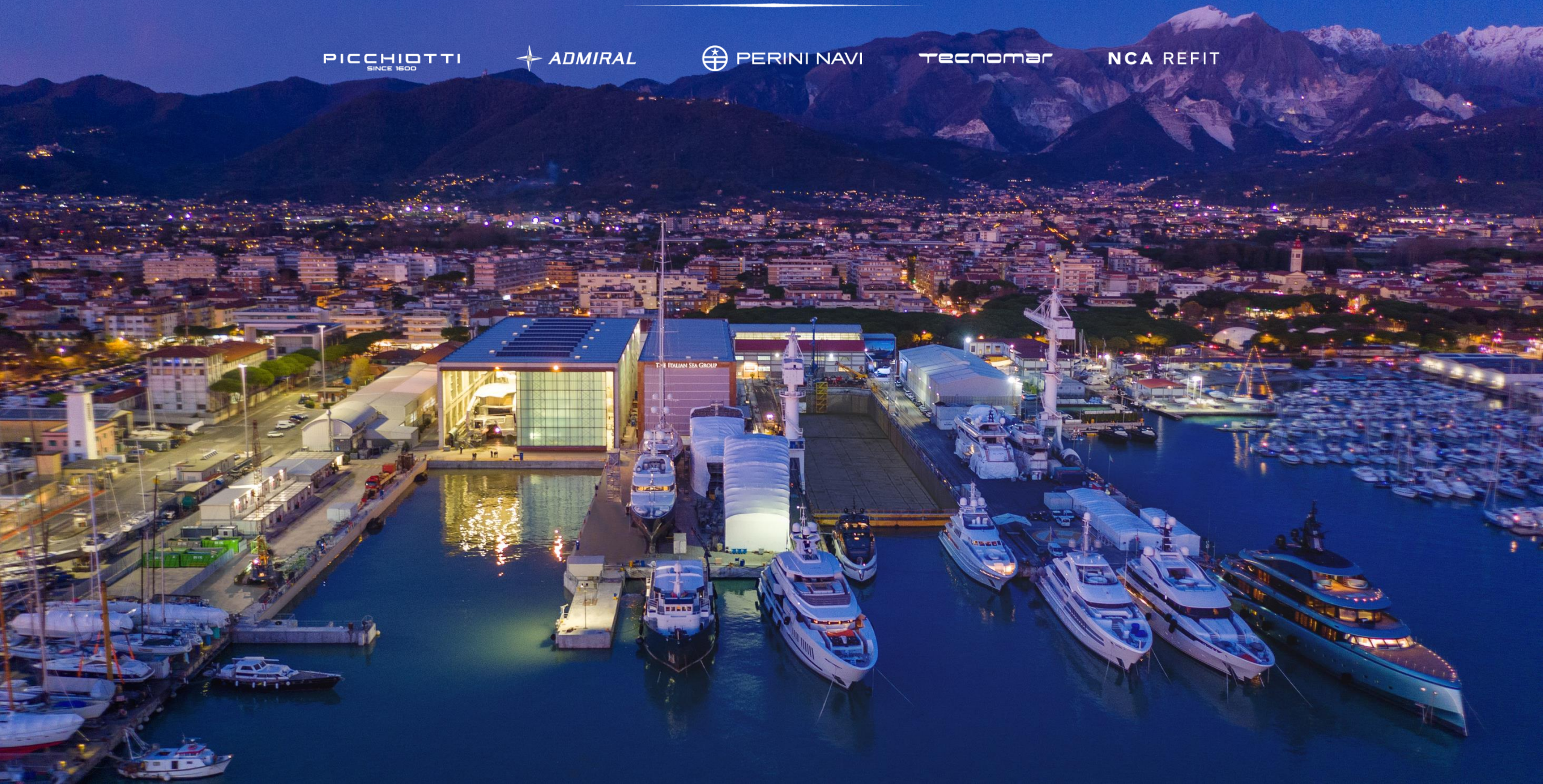
PICCHIOTTI
SINCE 1600

ADMIRAL

PERINI NAVI

TECNOMAR

NCA REFIT



Our Management Team



Giovanni Costantino
Founder & CEO



Filippo Menchelli
Chairman



Giuseppe Taranto
Vice Chairman & CCO



Marco Carniani
CFO



Salvatore Greco
COO



Giulio Pennacchio
Refit General Director



Marco Figara
Production Director

THE ITALIAN SEA GROUP

The Italian Sea Group at a glance

3

SHIPYARDS
IN ITALY

4

BUSINESS
UNITS

6

SHIPYARDS
IN EUROPE
EXCLUDING
ITALY

863

LAUNCHED
YACHTS

The Italian Sea Group S.p.A. is a global operator in the luxury yachting industry, the first Italian builder and the fourth builder worldwide for yachts over 50 mt¹.

BRANDS

PICCHIOTTI
SINCE 1600

 **ADMIRAL**

 **PERINI NAVI**

TECNOMAR

NCA REFIT

PARTNERSHIPS

TECNOMAR FOR 


GIORGIO ARMANI

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Notes: 1) Ranking based on 2021 sales (source: Boat International, Global Order Book 2021)

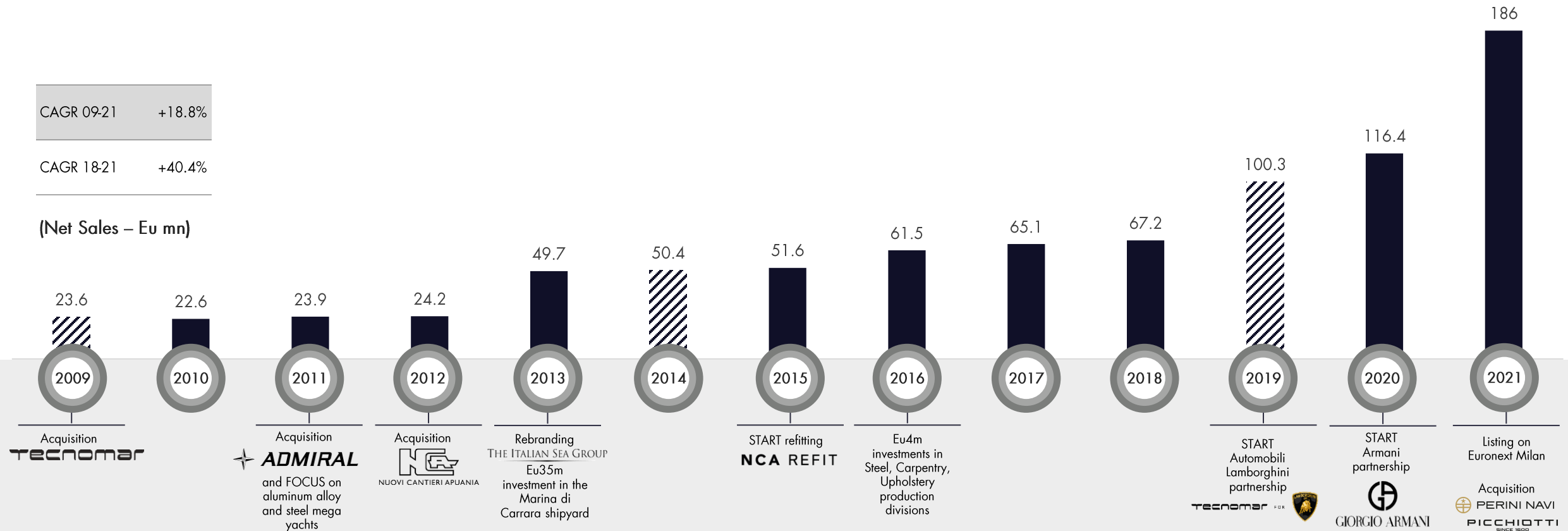
Our growth history

The Italian Sea Group's growth history has been characterised by a strong focus on growth, leveraging on product quality, strategic investments on production capacity and revamping of heritage Italian brands.

CAGR 09-21 +18.8%

CAGR 18-21 +40.4%

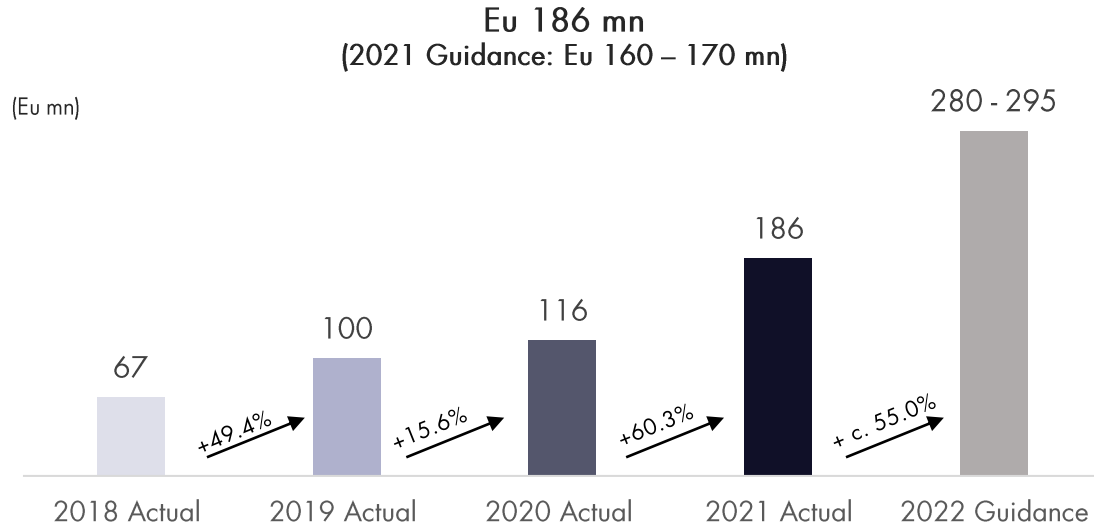
(Net Sales – Eu mn)



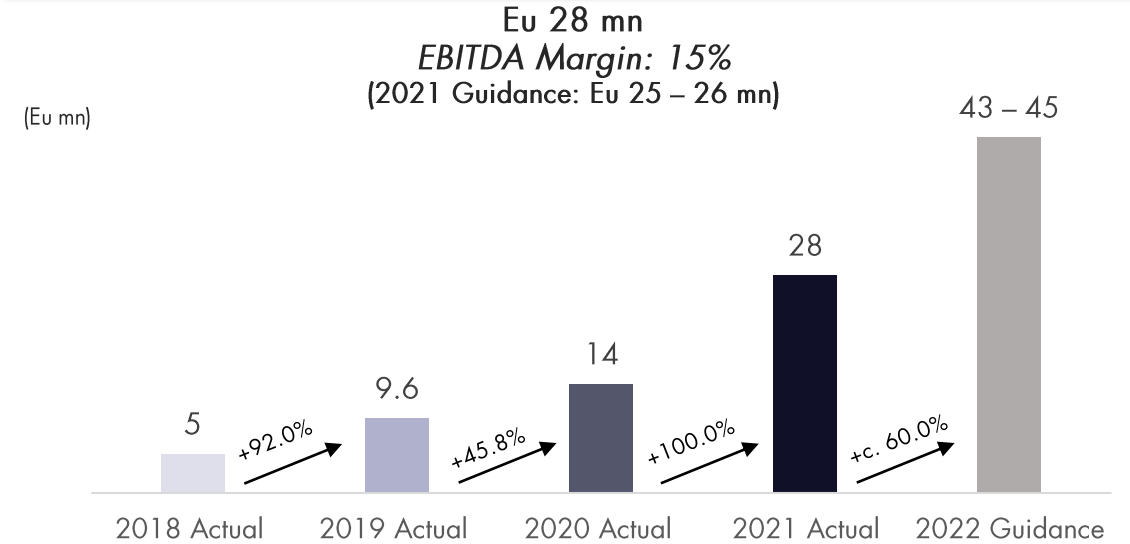
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Key Figures 2021 Exceeding the Guidance

Net Sales FY21



EBITDA FY21



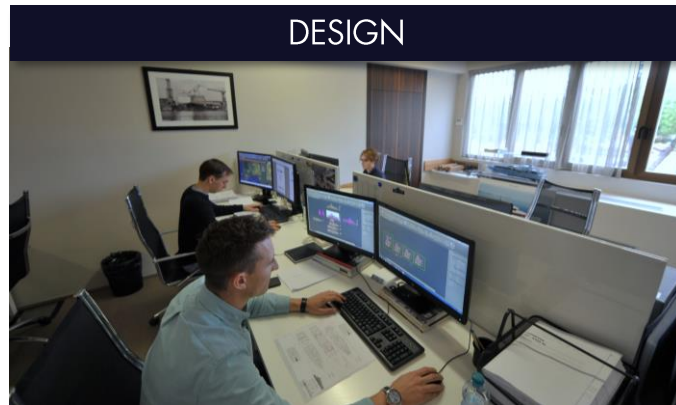
Drivers

- Net Sales of Eu 186 mn (+60.3% vs FY2020) driven by: (i) an increase in **new contracts**, especially for the higher dimensional range; (ii) the advancement of orders in progress; (iii) the positive increase in sales related to *Tecnomar for Lamborghini 63*
- EBITDA of Eu 28 mn (+100% vs FY2020) driven by: (i) an increase in **sale prices**, partially reducing the price gap with Northern European competitors; (ii) **cost efficiency** due to in-house investments in facilities and expansion of production capacity; (iii) **low impact** of raw materials price increase, offset by an increase in the sale price of vessels

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Value-Adding Activities

The Company internalises the most value-adding activities of the supply chain in order to improve cost efficiency and have a higher control on quality.



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Production Facilities

Three shipyards in Italy with state of the art facilities, located in the heart of the Italian luxury yachting district from La Spezia to Viareggio.



LA SPEZIA

32,000sqmt of docking and yard area
Three 70mt hangars for yachts
Two 50mt piers
Two travel lifts: 260 tons and 820 tons



MARINA DI CARRARA

Headquarters
100,000sqmt production area
Two dry docks, respectively 200mt and 147mt
100mt x 3,300 tons floating dock



VIAREGGIO

6,500sqmt hangars for yachts up to 64mt
4,000sqmt yard area
1,300sqmt offices

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"ESG" (Environmental, Social & Governance) – 360° Approach to Sustainability

The Italian Sea Group's sustainable approach is broad and transversal, embracing all areas of the Company.



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PERINI NAVI

“I grandi sogni non devono mai finire”

Giovanni Costantino

Founder & CEO - The Italian Sea Group

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