

# IBI

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The business of boating

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ITALY & FRANCE

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Italian sea Group, Palumbo Superyachts and Sanlorenzo, had expressed interest in buying the brand.

At the time these significant financial challenges Perini Navi was understood to have six new builds in construction. These included four sail superyachts models, and two motor yachts. The sail craft comprised a 42m E-volution GTS; two E-volution models of 47m and 42m and one 60m Classic style yacht. The two Voyager motor yachts were of 56m and 53m.

### PERSICO MARINE

As the marine arm of the multi-national Persico Group, Persico Marine builds custom performance cruising yachts for some of the world's most renowned private owners and it is also a specialist racing boat builder, a sector in which it is a market leader.

An indication on how cutting edge Persico's boatbuilding activity is, it was responsible for delivering last year to the Luna Rossa America's Cup team, its two AC75 racing boats. Deliveries also in 2020 by the Persico Performance Sailing Division included the 44m (145ft) *Kauris IV* and the *Wally Cento*.

Among current projects the company is working on the Germain Frers' *Wally 145* superyacht, the *ClubSwan 80* project, a new advanced one-design Maxi yacht and the *Felci 65*.

In 2020 Persico supplied foils for several *Imoca60s* in *Vendée Globe 2020* namely *Prismyan Group*, *LinkedOut*, *Arkea Paprec* and *Hugo Boss*. It also built a trimaran called *Planet Warrior* for French skipper *Fabrice Cahierc*, according to *Multi50 Class* rules.

### REALE YACHTS

A new Italian brand that launched in 2020, Reale Yachts continued work on its first new build last year, a 32.7 (107ft) *Pacifico 32*: a displacement yacht with a steel hull and an aluminium superstructure and a tonnage of 277 GT. She is due for delivery in the spring of this year. Reale is planning four model ranges: the *Pacifico*, *Panarea*, *La Navetta* and *Baltico* series, all custom built in steel and aluminium.

### RIZZARDI YACHTS

The second in its new series of yachts, the 16.03m (53ft) *INfive* was globally launched at the Genoa boat show last October, a year after its larger sister the *INsix*.

### ROSSETTI SUPERYACHTS (RSY)

Located in Ravenna, RSY's management was strengthened in April 2020 with the appointment of Ermanno Bellettini as CEO. The yard looked upon the Covid-19 shutdown of 45 days as an opportunity to focus on the future and to develop a new vision for the company.

The company has been working on a 38m (125ft) explorer yacht which is now scheduled for completion in early July 2021. RSY promotes four series of yachts comprising supply vessels, superyachts, explorer yachts and support yachts.

Andrea Giora, who heads the RSY sales activity, explained to *IBI* that a number of enquiries had been received before Covid struck, but that these were not completed so contact has been maintained through brokers and surveyors. He emphasised that alongside any direct interest in RSY's models, a number of owners had approached RSY to build their own bespoke designs due the capabilities of the shipyard.

Some 90% of this interest is in explorer yachts ranging from the 38m of 410GT to ones of around 500 GT or more. In respect of the source of enquiries, Giora stated that most had come from Europe, especially Italy and Germany, and the Americas including the US and Central America.

To give RSY more capacity to cope with future orders it has secured planning permission for a new shed of 120x32x30m which would represent an investment of €10-15m and a year to build. Apart from the actual build space there would be an adjacent building to cope with the outfitting needs such as carpentry, plus offices and a showroom for mock-ups.

Bellettini pointed out that the new shed would give RSY a lot of space for projects and also allow it to meet owner expectations over delivery times. The investment for the new shed would be provided by Rosetti Marino, the parent company of RSY.

### ROSSINAVI

Three launches and three deliveries comprised much of the activity at Rossinavi through 2020. The trio were the 52m (171ft) *Florentina* launched in June and delivered in December; the 48m (158ft) *Eiv* launched in June and delivered to its American owner in November, and the 50m *Lel* launched in February and delivered in July.

Work was also underway through 2020 at Rossinavi's Viareggio shipyard on the 70.2m (230.5ft) *Project King Shark* explorer superyacht; the largest yacht built so far in this shipyard. When launched in January this 1,542 GT yacht was named *Polaris* and she will be delivered later this year.

### SANLORENZO/BLUE GAME

Sanlorenzo used 2020 to keep up the momentum shown in recent years to strengthen its main brand and grow its upcoming *Blue Game* model series. Also, since going public, it worked to keep up a strong financial performance supported by continued investment.

The strength of Sanlorenzo's new build activities was reflected in the 2021 *Global Order Book* which showed it had 86 projects in 2020, totalling some 3,089m. That compared to 87 projects reported in last year's *Global Order Book*, with a total length of 3,061m. (35.2m). Sanlorenzo told *IBI* that the contracts this year were for 62 boats in its Yachts series (SL, SD and SX ranges) and 24 Superyachts (Alloy, Steel and Explorer ranges).

The strong results were credited to the growth of Sanlorenzo's Yacht division, the success of its new SX crossover line, and the strength of its Superyacht division with 23 models under construction in 2020 at its La Spezia yard. New models included the 44.5m all-aluminium 44 Alloy fast-displacement superyacht and the 62 Steel, a 61.5m five-deck yacht with an 11.9m beam and gross tonnage of 1,200GT.

At its press conference at the Genoa show in October, Sanlorenzo presented both strong financial results and active new product plans. As to the group's financial performance, the preliminary consolidated management results up to September 30, 2020 were released confirming Sanlorenzo's results for 2020 would be at least as good ➔