



STRATEGIC COOPERATION AGREEMENT BETWEEN FINCANTIERI AND MAPEI

The two companies will develop innovative solutions for their different field of activities

Trieste/Milan 20, July 2017 – Fincantieri, world leader in cruise ship construction, and Mapei, leader in chemical products for the construction sector, with a business line of shipbuilding industry products, signed a **strategic cooperation agreement in the field of research and innovation**.

This partnership will help Fincantieri optimize installation times, reduce the weight of certain materials, improve acoustic insulation by using specific products, develop and extend the use of adhesives products in some shipbuilding applications. Moreover, Mapei aims to carry out projects, leading to exploitable solutions in its operational field.

The cross-joint research issues will mainly concern **the development of innovative products** in a wide range, including adhesives, underfloor structures, surface materials (technical and finishing), grouts, supporting wall panels, detergents for the cleaning of furnished areas, materials and protection systems for furnished areas, thermal, acoustic and mechanical insulation.

In the start-up phase, the activities will concern a number of materials and resins for innovative and high quality finishes, for waterproofing of wet areas, as well as textiles having high sound absorption characteristics.

Furthermore, the agreement will encourage **joint and collaborative training activities**, with the aim of improving the innovative capacity in terms of product and process.

Giuseppe Bono, CEO of Fincantieri, stated: *"The cooperation with Mapei, worldwide leader in its market segment, is wholly consistent with our strategy of increasing the final added value of the product we provide. For this reason, we need partners sharing our same commitment to innovation, helping us to develop new ideas and projects in specific fields"*. Bono concluded: *"Fincantieri confirms to be a big lab: along with the design, executive and organizational skills, we nurture the spirit of research, needed to meet the demands of our clients, always asking for a high level of excellence"*.

Giorgio Squinzi, Managing Director of Mapei S.p.A. and CEO of Mapei Group, declared: *"The agreement signed with Fincantieri represents an important starting point for R&D activities of Mapei. With*

this collaboration, the sharing of information and know-how will be crucial to make Mapei a major actor in the marine industrial market. Our production already includes a line dedicated to this sector but, thanks to this cooperation we can improve it and increase our offer of high performing products specifically formulated to meet the different needs of ship-building industry”.

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*Founded in Milan in 1937, **Mapei** is today's one of the world's largest producer of adhesives and chemical products for building. Starting in the 1960's Mapei put its strategy of internationalization into action in order to have maximum proximity to the needs of local markets and reduce shipping costs to a minimum. The Group now counts 81 subsidiaries with 73 production facilities in operation over 33 different countries and 5 continents, each of these having an internal quality control laboratory.*

Mapei has always placed great emphasis on research. In fact, the Group invests 12% of its company's total work-force and 5% of its turnover in R&D; in particular, 70% of its R&D efforts are directed to develop eco-sustainable and environmentally friendly products which meet LEED requirements. Furthermore, Mapei has developed a sales and technical service network with offices all over the world and offers an efficient Technical Assistance Service that is valued by architects, engineers, contractors and owners.

www.mapei.com

Fincantieri is one of the world's largest shipbuilding groups and number one by diversification and innovation. It is leader in cruise ship design and construction and a reference player in all high-tech shipbuilding industry's sectors, from naval to offshore vessels, from high-complexity special vessels and ferries to mega-yachts, ship repairs and conversions, systems and components production and after-sales services.

Headquartered in Trieste (Italy), the Group has built more than 7,000 vessels in over 230 years of maritime history. With almost 19,200 employees, of whom more than 7,900 in Italy, 20 shipyards in 4 continents, today Fincantieri is the leading Western shipbuilder. It has among its clients the major cruise operators, the Italian and the U.S. Navy, in addition to several foreign navies, and it is partner of some of the main European defense companies within supranational programmes.

www.fincantieri.com

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