

## FINCANTIERI AND FERRETTI ANNOUNCE A COOPERATION AGREEMENT

***Both civil and military, international and national sectors will be part of the partnership***

**Abu Dhabi, UAE - 20<sup>th</sup> February, 2017 - Fincantieri and Ferretti Group** announced that they have reached **a cooperation agreement** with the goal of developing commercial and industrial synergies between the two Italian companies, world leaders in their respective markets.

The partnership was announced during the **IDEX-NAVDEX in Abu Dhabi**, one of the most important global exhibitions dedicated to the defence and security sector.

The agreement relates to the security and defence sector and to the recreational yachting industry. In both areas, the two companies have complementary capabilities and expertise that can lead to significant synergies.

The agreement has been signed a few days ago by the CEO of Fincantieri, Giuseppe Bono and the CEO of Ferretti Group, Alberto Galassi.

Fincantieri, the world's largest shipbuilding group and number one by innovation and diversification, and Ferretti Group, one of the most globally recognized yachting companies, share a particularly interconnected market view, especially after the foundation of FSD, Ferretti Group's division dedicated to security and defence. This is one of the factors that allowed the creation of the partnership between the two groups, strengthening its success.

The top management of the two companies are committed to put the cooperation into work on specific themes and business opportunities as soon as possible. These projects will cover civil and military sectors at both national and international level.

*"We are very pleased to work together with Ferretti Group because Fincantieri, even though it is continuing – with great effort - its internationalization path, does not forget its Italian roots and is keen to network into a system with all the Italian companies that believe to be able to grow together and contribute to their international expansion . In fact, we strongly believe that this agreement – and its future activities - will have significant effects on Italy's economy demonstrating, once again, that the entire "country system" must be the driver for Italy's future growth", commented **Giuseppe Bono, CEO of Fincantieri.***

*"Ferretti is a rapidly evolving and growing Group: the collaboration agreement with a global leader such as Fincantieri represents a recognition and confirmation of our strategy both in the recreational yachting industry and in the security and defence sector where Ferretti Group entered with its new division, FSD.*

*We are certain that we will be able to develop important synergies that will bring benefits not only to both organizations, but especially to the customers, which are particularly keen on product innovation, reliability of supply and ever more demanding to receive outstanding service level. Three factors that have become the priority of our strategies and associate us with the vision of Fincantieri's leadership.*

*We are glad that this announcement has been given in the context of Idex-Navdex, in a country with which we have historically great relations and a geographical area of particularly significant strategic importance. Moreover, the event is attended by a vast audience of highly specialized international professionals",* highlighted **Ferretti Group's CEO, Alberto Galassi.**

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**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 19,000 employees, of whom more than 7,800 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](http://www.fincantieri.com)

#### **Ferretti Group**

Ferretti Group is a world leader in the design, construction and sale of motor yachts and pleasure vessels, with a unique portfolio of prestigious and exclusive brands: Ferretti Yachts, Riva, Pershing, Itama, Mochi Craft, CRN and Custom Line.

Led by Chairman Tan Xuguang and Chief Executive Officer Alberto Galassi, the Ferretti Group can boast modern facilities located across Italy that combines the efficiency of industrial production with typical world-class Italian craftsmanship - the heritage of Italy's centuries-old yachting tradition.

Established in 1968, the Group is also present in the USA - via its subsidiary Ferretti Group America, which manages a network of points of sales and dealers specializing in the marketing and sale of the Group's brands throughout the North American market - and in Asia, through its subsidiary Ferretti Group Asia Pacific Ltd., based in Hong Kong, as well as several representative offices and sales centers in Shanghai, Qingdao and other locations in China.

Moreover, a network of approximately 60 carefully selected dealers guarantees the Group's presence in over 80 countries; thereby ensuring clients receive the very best assistance all over the world.

The Ferretti Group has always been a leader in the leisure boating industry, thanks to steady product and process innovation and the constant search for cutting-edge technological solutions.

The wide range of available boats - flybridge, runabout, open, coupé, lobster boats, maxi and superyachts - is conceived by the Group's Product Strategy Committee, the Marketing department and the Engineering department, all fully committed to developing aesthetic and functionally innovative solutions while working in close cooperation with internationally renowned consulting boat designers.

Ferretti Group motor yachts have always distinguished themselves in the international boating sector for their outstanding quality, impressive safety and excellent performance at sea, as well as for their exclusive design and timeless appeal.

For further information: [www.ferrettigroup.com](http://www.ferrettigroup.com)

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