

PartnerShip Summit - Second Edition

# **CHARTING NEW WATERS**

Building Innovation, Driving Sustainable Growth

**FINCANTIERI**

 **PartnerShip**

# Procurement Excellence and Innovation

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# Our growing relevance together

2023

200 Suppliers  
€ 158 bn Turnover  
550.000+ Employees

2024

300+ Suppliers  
€ 375 bn Turnover  
690.000+ Employees

# Our commitment from last year

**LISTEN**

to feedback from the field

**RE-THINK**

our relationship and the way we make things happen

**SUPPORT**

future-proof supply chain through Partnership

**DRIVE**

change by rewarding excellence

# What we have done so far

1

## Procurement Excellence

300+ colleagues involved

60+ working teams

130+ product categories addressed

200+ cross functional improvement initiatives targeting efficiency

## «Programma di filiera» PartnerShip

2

Digital Innovation

ESG model

Engagement

Cyber

Subcontractors model



# Procurement Excellence at a glance

**2023-2024**

Achieved  
Results

€ 4+ bn  
Addressed  
volumes

50+  
Ships

~220  
Improvement  
Actions

**2023-2027**

Full  
Scope

€ ~11 bn  
In-scope  
volumes

130+  
Ships

350+  
Improvement  
Actions

Category Management enabling the new way of working

Advanced analytics tools/AI solutions

# 1 Setting together a new standard



Business development & long term collaboration



Improved or new technology for maritime application



Product/service re-design or co-design



Next level production process



Tactical & Quick win

Cross functional  
Working Group  
+  
Partners



Innovate together



Use cross-functional approaches



Extend best practices



Develop distinctive capabilities



Strive for competitiveness

**Targeting**  
**«BUILDABLE»**  
**INNOVATION**

1

# Challenge 2023: The call worked out!

200

Suppliers

120

Ideas

20

Projects ongoing

## Significant areas of the improvement project

Sensorization of components  
(pipes ,valves, switchboards)

Remote management  
of on-board systems  
(fire-fighting, whirlpools)

Marinization of new materials  
(coatings, resins)

Building strategy  
review (lifts, public areas )

Components and systems reshoring  
(steel profiles, plastic pipes)

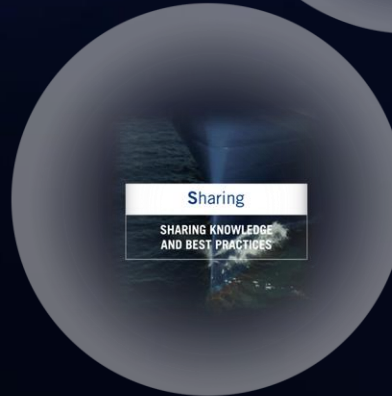
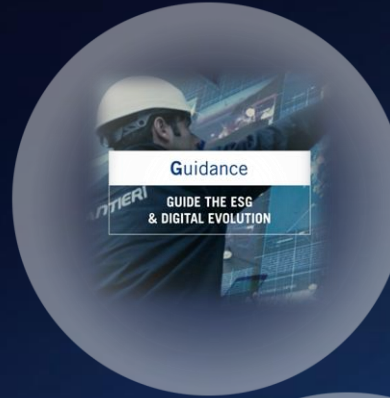
Co-design of critical equipments  
(chillers, lifts, side doors)

Standardization of technical  
solutions  
(lifeboats, mooring)

## 2 PartnerShip: “Il programma di filiera”



Last year, we jointly launched PartnerShip: the supply chain program to support our suppliers and to increase the resilience of our supply chain



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As Supply Chain Leader we believe that only by supporting our partners we can create a stronger and healthier network

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2

# Our identity



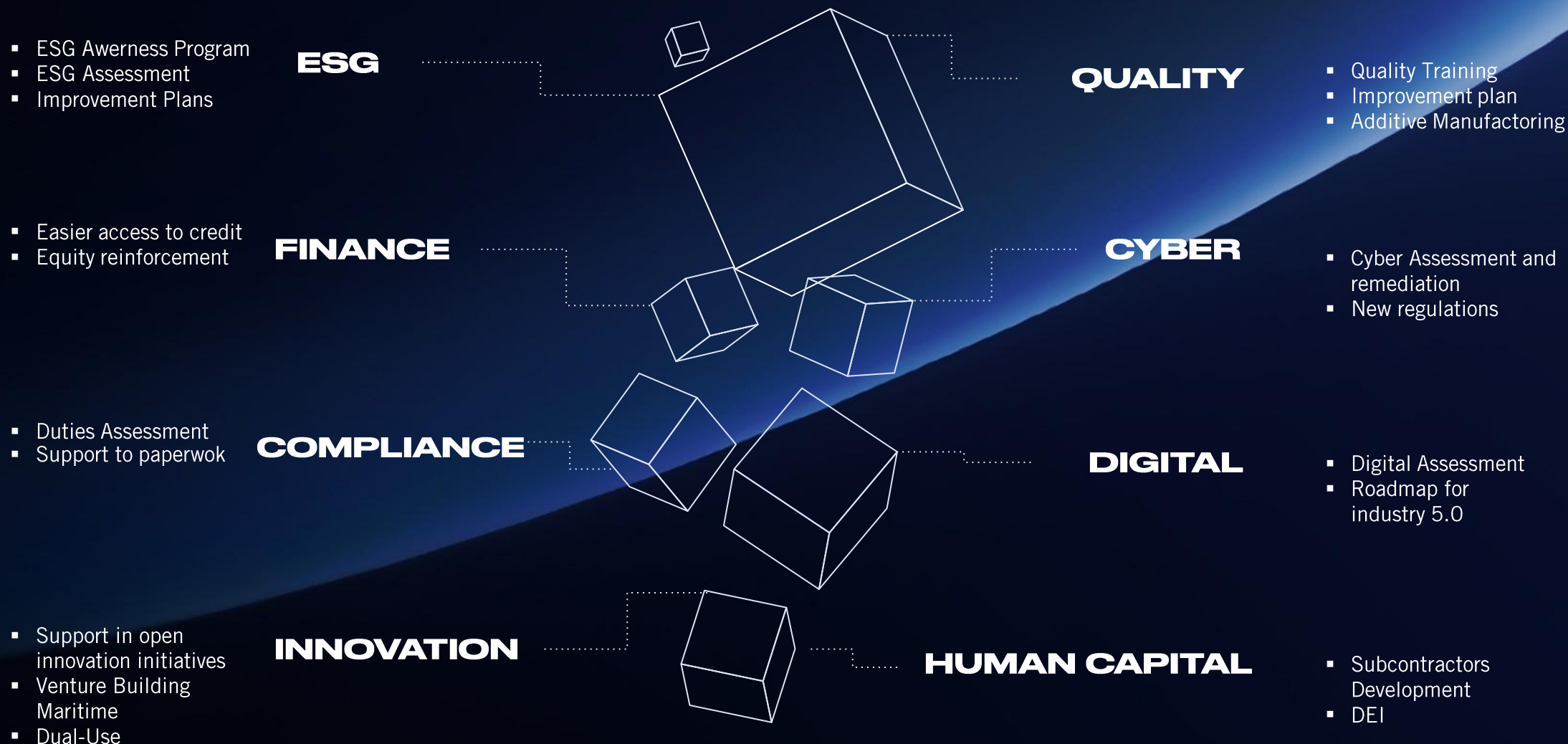
## 2

# What we have built so far

Digital Innovation	ESG Model	Engagement	Cyber	Subcontractors model
<p>Engage Digital platform (SupplHi, smart warehouse, e-connect etc)</p> <p>Challenge and Open innovation</p>	<p>Industry ESG Framework &amp; Guidelines</p> <p>ESG assessment program</p> <p>Audits and improvement plans</p> <p>ESG Finance</p>	<p>Supplier Summit</p> <p>PartnerShip Roadshow</p> <p>PartnerShip Webinar (Supply Chain Finance, ESG, Cyber)</p> <p>Suppliers Training Program &amp; Internal Procurement Academy</p>	<p>Cyber assessment &amp; remediation</p> <p>Cyber Compliance increase for Cruise and Naval (security regulations: E26, E27, NAV50)</p> <p>The EU directive NIS2 strengthens cybersecurity in critical sectors</p>	<p>Approach to Long Term Agreements</p> <p>Recruitment of specialized resources (extra UE)</p> <p>Improving personnel management practices (Asseco)</p>
Suppliers involved				
10.000	800	600	150	250

# 2

## PartnerShip value offering



# Volatility remains firmly on the agenda



## Changing markets

Commodity prices too volatile

Regulatory changes

Conflicts

Economic sanctions



## Supply Chain Disruptions

Disruption of supplies

Regionalization

New Trade flows

Constant Cyber Risks and NIS2 Req.



## AI Trend

AI-Driven Supply Chain

Vulnerabilities in IT and Cyber Security

Critical role of data

Data Privacy and Security



## Relevance Human Factor

Challenge for humans

Work task transformation

Highly skilled experts required

# The next Challenge is to leverage the backlog



**Heavy Backlog**

€ **40+** bn



- Changing markets
- Supply Chain Disruptions
- AI/Cyber Trends
- Relevance of Human Factor

We win if we have a common agenda on priorities!

Our backlog as flywheel for both local GDP and SMEs' turnover growth

Long-term competitiveness must be protected from volatility

Commodities, gas, wars, supply chains disruptions, reshoring and exchange rates as strategic variables

Enable AI to face the exponential speed of change

Let's join forces to overcome challenges ahead

# What are your key priorities?



Raw Materials Management



Shortening of Supply Chain



Need of workforce reinforcement



Utilities Management (Power, Gas, etc)



Sustainability Governance



Regulatory Compliance



Digitalisation and Cybersecurity

**THE VOLATILITY CHALLENGE – CHOOSE YOUR WORKING GROUP**

**SCAN THE QR CODE,  
APPLY AND PUSH YOUR PRIORITY**



# 2025 Action Plan



Roundtables  
on first topics



Actions in place and  
topics extension

Follow up during  
Shipyards Roadshow  
2025



2025 Yearly  
Outcomes for a  
stronger supply  
chain

De-Risking  
Increase e2e speed  
Reduce uncertainty

Ensure Ship cost  
Reduce SC Disruptions  
Workforce under control

Paperwork ‘less heavy’  
Streamlined processes



# Make it **BUILDABLE!**

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# SUPPLIERS AWARD

# ESG

EVERY PARTNER IS VALUABLE FOR BUILDING A SUSTAINABLE FUTURE

**E** for Environmental



**S** for Social



**G** for Governance



... And **T** as **Top ESG Performer**



# HEALTH & SAFETY

BEST PRACTICES FOR WORKPLACE SAFETY EMPLOYEE HEALTH

Celebrating growth and the pursuit of a zero-accident future through  
care and better workplaces



# IDAL GROUP

# STRATEGIC BUSINESS PROJECTS

PARTNERS WHO MAKE A DIFFERENCE FOR EXCELLENCE AND VALUE



EUROKLIMAT®

Molteni & C

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