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PRESS RELEASE

DIVERSIFICATION WILL DOMINATE INGEMAR'S 2015 ENGINEERING PROJECTS ***The Group embraces new foreign markets creating original solutions for floating structures even where sites differ from traditional yacht harbours***

Milan, 7 April 2015. Diversify was the keyword last year and the first results for 2015 seem to confirm the Milan-based Group's approach to confronting the market's temporary standstill. Strong investment in their internal R&D department and collaboration with the Università degli Studi of Padua, Unindustria Treviso and the Veneto Region, have accelerated the company's revitalisation, defined new technical solutions and led to the generation of new products.

Thanks to the construction of, for example, new modular components, it is now extraordinarily easy to handle and ship the elements via container. In 2015 Ingemar boosted their visibility considerably in the expanding Middle Eastern market and are also continuing to explore the very promising Australian market, where a partnership with an important local operator is currently being defined to distribute manufactured goods with the 'Made in Italy' trademark.

Italy

In **Venice** many of the waterside areas have recently undergone important reorganisation: amongst these the new mooring pontoon for passenger ferries near Piazza Roma stands out as does the sizeable port of Tronchetto, formed by floating pontoons and protected by more than 600m of breakwaters and which will accommodate 90 Venetian water taxis close to the headquarters of the ACTV (the Venetian public transport company).

Recently 8 new water taxi moorings were completed within the airport harbour basin and floating structures giving access to the Isole del Cimitero (San Michele) and Sacca Sessola are currently being installed.

At **La Spezia** work is under way on the anchorages, with fixed pilings and sliding devices, of the floating piers for tug boats in the industrial port, and in **Rome** a specially designed floating platform for the members of the Circolo Canottieri Lazio on the river Tiber is also under construction.

Other new assignments using floating pontoons currently under construction for yacht harbours are those at the circolo Nautico Congianus on the **Costa Smeralda**, for Porto Nogaro in **Friuli** and for Porto Empedocle in **Sicily**. At the same time work is proceeding swiftly for the extension of existing harbours and marinas: at Cagliari and Cannigione in **Sardinia**, at Porto Tolle and Chioggia in the **Veneto** and at Paratico on **Lago d'Iseo**.

Abroad

In **Kuwait** work proceeds at ever greater speed with the construction of reinforced concrete floating elements for **Sea City**, the new and imposing residential complex 85km south of Kuwait City. Inauguration in April of the first basin will be followed by the completion of a second one by the end of the year; on conclusion of the work 1,200 moorings for boats up to 40m lengths, arranged along 17km of pontoons and fingers and protected by 1,000m of floating breakwaters, will have been delivered. In the meantime Ingemar has been contracted by La'ala Al-Kuwait Real Estate Company to design and provide construction assistance for a new basin and to supply new special structures and the crucial components for the serial elements.

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Porto Montenegro: described by many as the "Monte Carlo of the Adriatic", Porto Montenegro continues to grow in the number of yachts and approval ratings since 2009: the Ingemar Group continues to be the trusted partner according to the investors, even through the radical extension of the existing structures. 'Phase 2' of the project will see 250m of new floating structures in steel, concrete and exotic hardwood finishings, in operation for the summer season in addition to the already constructed 600m of floating pontoons consigned in 2014.

Saudi Arabia: following the excellent results of the first 6 special landings for the Saudi Coastguard, 5 new mooring structures are currently being finalised - 3 on the Red Sea and 2 in the Persian Gulf.

The pontoons and floating fingers, some in aluminium alloy and others in painted galvanised steel, will moor the surveillance border patrol vessels.

At the clients' request all the structures will be 'custom made' according to each sites' particular features, constructed in Ingemar's factory at Casale sul Sile and sent by container to their destination.

These commissions are turnkey projects and are supplied already assembled with mooring systems and service distribution plant.

Iraq: Large ocean-going tugs are towing the enormous floating breakwaters, constructed in Kuwait, to Al Faw; these are for the new gigantic industrial complex being built on the river Tigris delta.

These structures, each weighing 65t and measuring 20x2x2m, have been designed to cushion wave motion within the huge port basin and to moor service and working vessels on the protected inner side.

Ingemar's president, *Lorenzo Isalberti*, underlining an especially dynamic period for the Group, commented on the above projects as follows: "Despite the fact that the Italian yachting industry has not yet recovered from the doldrums of the last few years, our Group's design flexibility and diversified operational capacity has allowed us to identify new commercial opportunities, especially in areas different from traditional ones, and to promote ourselves in new and distant markets where the 'Made in Italy' quality of our products speaks for itself."

For over 30 years Ingemar has been designing and building pontoons and floating breakwaters worldwide and today is one of the few companies in the sector having its own independent production facilities which allows it to carry out Research and Development in order to anticipate market demands. The ISO 9001 certification for design, construction and installation testifies to its constant dedication and commitment to quality and is complemented by the SOA certification by the port sector for commissions of up to Euro 15.5 million. The company's Head Offices are in Milan and production and customer services are at Casale sul Sile in the province of Treviso.