



Ingegneria Marittima

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PRESS RELEASE

INGEMAR: OUTSOURCED PRODUCTION OF FLOATING PONTOONS FOR INSTALLATIONS IN FARTHER GEOGRAPHICAL AREAS

A new exclusive licensing agreement in Oman has been added to the numerous projects already in the pipeline, from the Mediterranean to the Caribbean. The new agreement doubles the Group's production and logistics presence in the Middle East.

Milan, 18 March 2020. Carried away with enthusiasm of the turning point of 40 years of activity, Ingemar continues its "walk on the water" with important new installations from the Mediterranean Sea to the Caribbean and a new logistical-production challenge in the emerging Middle Eastern territories.

Despite the uncertainties on various markets, the results recorded by the Group in the last financial year is more than comforting, with a turnover of over 10 million Euros, a slight growth compared to 2018.

An important share of investments has been devoted to R&D activities, to study and design of new floating products (pontoons, piers, fingers, platforms, etc.) and to the search for materials and innovative technical solutions for their assembly, storage and handling.

To face the demanding challenges of the future, Ingemar chose to focus on two of the salient aspects of its industrial process:

1 - The requalification / implementation of the internal team.

The entire production process was rationalized with the acquisition of new industrial spaces for the production and storage of the products and the company staff has been strengthened with particular regard to the technical office, intended to develop new projects; *2 - The definition of new commercial agreements for production relocated to other countries.*

The commercial network has been consolidated, becoming more widespread and well rooted in many geographical areas. A renewed impetus has been given to production located abroad under exclusive license agreements in areas where fast development and important production volumes are expected.

In this regard, a new exclusive license agreement has recently been signed in **the Sultanate of Oman** with **KHIMJI RAMDAS LLC** – a very important group with multiple activities, including the construction of maritime infrastructure. The agreement covers production and marketing of Ingemar products in Oman: Ingemar will ensure the executive design, supply of special components and technical assistance for production. Once the site preparation and formation of local team phase is complete, the first reinforced concrete pontoons, measuring m35x6, will be produced, destined to host the fishing fleet of the Sultanate in the port of Duqum.

The agreement with KR LLC follows closely on another one, signed with **OVERSEAS AST of Dubai** – one of the most important Industrial groups in the Emirates, active in construction, infrastructure and maritime works. The cooperation agreement leads to improvement in delivery times and cost reduction, while maintaining high quality standards which characterizes Ingemar products. The reinforced concrete modules for the new Marina Bay in Dubai Harbor are already being cast. Mega-yachts up to 60m long will be moored directly to the maxi-floating pontoons, while gigantic yachts up to 120m will use special fingers and anchor with buoys and mooring blocks system.

The design and installation activities of Ingemar floating products continue, as usual, in varied geographical areas and currently the most relevant projects affect the Mediterranean, the Caribbean and Middle Eastern countries.

In **Italy**, in **Marina di Carrara**, Ingemar installed new floating piers in reinforced concrete with very high displacement to rearrange the mooring and the activities of the fishing boats inside the industrial port. The intervention was part of a complex area reorganization and development program of production activities by the Port Authority.

In **Ventimiglia**, for the new *Porto Cala del Forte*, a 390m long floating pontoon following the quay line has just been installed. The pontoon is made with customized modules in aluminum alloy with concrete floats and tropical

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wood decking, anchored to the quay with vertical beams. The modules are specially designed to follow the almost circular outline of the port.

On the island of **La Maddalena**, work has begun on the construction of the new floating port of *Cala Balbiano* where Ingemar, contractor of all the works, is responsible for the construction of 2 barriers of the floating breakwater elements in reinforced concrete, for a total length of 140 m. Each breakwater module will be 6m wide and 20m long, weighing 130 tons.

Abroad, in **Arabia**, the important collaboration with the Saudi government continues to create new mooring landings and the modernize the existing structures, using floating pontoons and breakwater modules. In two main naval bases of Saudi Arabia in *Dammam* and in *Jedda* in the last few months Ingemar installed four new floating landings dimensions 60x5m, destined for mooring of ships up to 50m or even, as is the case in Jeddah, a 60 m long wonderful school ship of the Saudi navy.

In **Malta** the pontoons for the renewal of two fishing ports, *Marsaxlokk* and *Mgarr*, are being installed, to replace one of the first Ingemar installations after almost 30 years of their operational life. In both sites the new floating pontoons will be in galvanized steel, with floaters in concrete and expanded polystyrene core and flooring surfaces in tropical timber.

In **Greece**, new installations with floating pontoons for pleasure boats at *Skala Sikia* in the Chalkidiki peninsula, in the port of *Vuogligmenis* near Athens and *Marina Zea* in Piraeus, mark the recovery of interest in the nautical tourism in the Aegean Sea..

In **Montenegro**, the works have been completed of the second and third phases of the mooring pontoons extension for *Lustica Bay Marina*, a grandiose and exclusive residential complex on the coast near Tivat. Another initiative in the landing for D.P. Hotel situated inside the Kotor Bay.

The first floating pontoons for *Antigua Yacht Club Marina* were supplied to **Antigua and Barbuda**, destined to host the boats of the yacht races.

New special piers have been installed in *Aqaba* in **Jordan**, for the exclusive *Japanese Garden Marina*, a private marina of a resort located on the border with Saudi Arabia.

Lorenzo Isalberti, the founder and president of Ingemar, has summarized the new challenges of the Group in this way: *The development of business opportunities on the Middle East markets makes it an imperative to be able to count on important and reliable local partners, so we decided to optimize our relationships with local production companies. For the first time in 40 years of Ingemar we deemed it necessary to relocate the production of our biggest and heaviest modular elements - up to 200 tons - into the areas of greatest interest of the company. We signed the exclusive licenses for the construction and sale of the structures to two important industrial groups in the United Arab Emirates and the Sultanate of Oman. The new course - continued Isalberti - led to a radical change in the our industrial and commercial approach in these areas of the world, with introduction and training of new professionals, able to maintain the high quality of production not only in-house but for the licensees abroad as well. Today the facts seem to reward this decision and the first concrete evidence are the important new projects underway: development in Dubai and in Duqum in Oman.*

For more than 40 years Ingemar has been designing and building pontoons and floating breakwaters in Italy and abroad. Today it is one of the few companies in the sector to have its own independent production facilities, enabling it to carry out Research and Development in anticipation of market demands. *ISO 9001* certification for design, construction and installation gives testimony to the company's constant dedication and commitment to quality. In addition, the company holds SOA certification in the port sector for commissions of up to Euro 15.5 million. The company's Head Offices are in **Milan**, while production and customer services are based in **Casale sul Sile** (Treviso). The Ingemar Group consists of the *Ingemar* parent company, responsible for design and maritime engineering, and its sister company *Ingemar Trade & Services*, which looks after the commercial network and after sales services.

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