

AZIMUT | BENETTI
GROUP



AZIMUT | BENETTI
GROUP

1ST GROUP IN THE WORLD

AZIMUT | BENETTI
GROUP

**1ST BUILDER IN THE WORLD
FOR MOTORBOATS**



1st Megayacht Builder in the world (over 24 m)

Obtained by Azimut Benetti Group for 13 years (Source: Global Order Book 2012 - Showboats int)



1st Brand in the world for Custom yachts over 24 m

Obtained by Benetti Brand for 8 consecutive years
(Source: Global Order Book 2012 - Showboats Int.)

1st Brand for Luxury yachts in China

Obtained by Azimut Brand
(Source: China Boating, the most authoritative magazine in China)

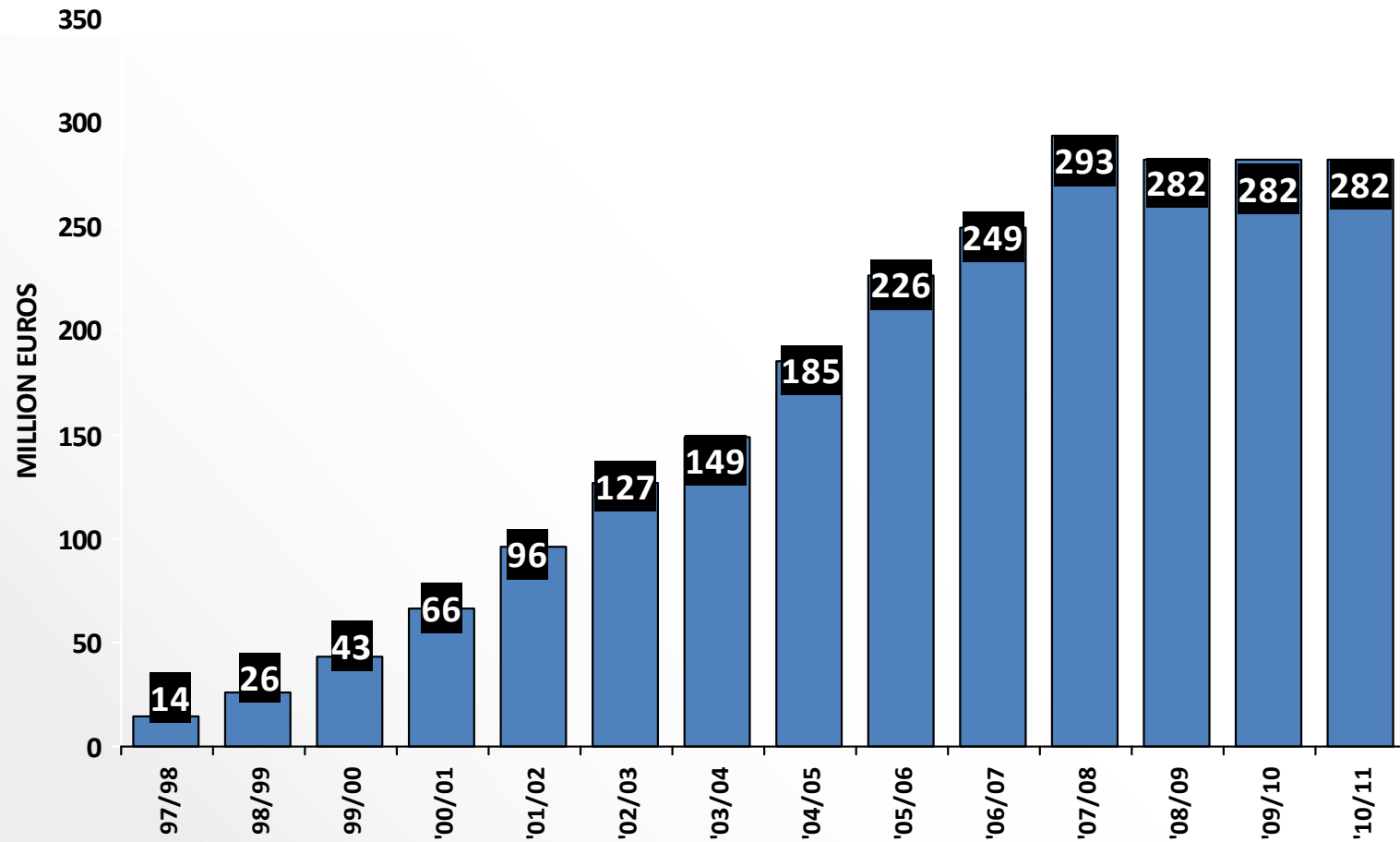
1st Importer in the United States for 10 consecutive yrs

(Source: Statistical Survey Inc.)

TOP 20 BUILDERS					
2012 Rank	Company	Total (m)	Total (ft)	Projects	Avg. (ft)
1	Azimut-Benetti	2,640	8,661	75	115
2	Ferretti Group	2,427	7,961	76	105
3	Sanlorenzo	1,413	4,635	42	110
4	Lürssen	753	2,471	7	353
5	Sunseeker	649	2,127	21	101
6	Feadship	567	1,860	8	233
7	Westport	548	1,798	16	112
8	Heesen Yachts	535	1,754	11	159
9	Horizon	519	1,704	17	100
10	Amels	495	1,625	8	203
11	Fipa Group	482	1,581	15	105
12	Overmarine	461	1,512	13	116
13	Trinity Yachts	432	1,417	8	177
14	Perini Navi Group	426	1,398	8	175
15	Princess Yachts	378	1,239	13	95
16	Palmer Johnson	303	993	5	199
17	Christensen	259	848	6	141
18	Proteksan-Turquoise	257	843	4	211
19	Kha Shing	240	787	8	98
20	Dream Ship Victory	238	781	3	260

**COMPANY TURNOVER
OVER 600 Million Euros**

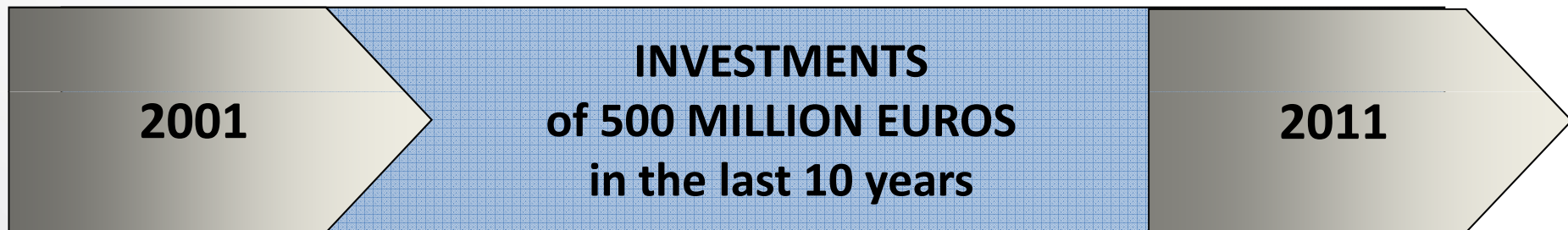
NET ASSETS GROWTH OVER THE LAST 13 YEARS



1 Shareholder

0 Debt

Always re-invest profits, generating a virtuous self-financing circuit



**90% self-financed
10% financed by banks**

PRODUCTION SITES

No. of sites	Location		Total Surface (Sqm)	Covered Surface (Sqm)
1	AVIGLIANA (Turin)	North Italy	120,000	50,000
1	SAVONA	North Italy		
2	VIAREGGIO	Center Italy	340,000	75,000
1	FANO	Center Italy		
1	LIVORNO	Center Italy		
1	ITAJAI (Santa Catarina)	Brazil	45,000	10,000
7			505,000	135,000

6 PRODUCTION SITES IN ITALY



Azimut– Avigliana (Turin)



Azimut– Viareggio

6 PRODUCTION SITES IN ITALY



Benetti – Livorno



Benetti – Viareggio



Benetti – Fano

ITAJAI FACTORY (BRASIL)



CERTIFICATIONS

ISO 9001

One of the first for shipyards to have obtained it (1996)

ISO 14001

Implementation of a system of environmental management designed to limit air pollution, energy consumption, and the use of chemical products. The Avigliana site has been of the first in the world, as a manufacturer of fiberglass luxury yachts and it is the most important in the world yachting market

BS OH SAS 18001

Certification representing the international standard for a system assuring the Health and Safety of workers. Azimut-Benetti Group is the first and only large nautical Company in the world to have obtained it.

THE WIDEST RANGE IN THE WORLD



45 MODELS in PRODUCTION from 10 up to 100 metres covering all market segments

ATLANTIS	Atlantis 33 Atlantis 36 Verve Atlantis 36 Atlantis 43 Atlantis 44 Atlantis 48 Atlantis 50/4 Atlantis 54 Atlantis 58									
	FLYBRIDGE COLLECTION Azimut 40 Azimut 43 Azimut 45 Azimut 48 Azimut 53 Azimut 60 Azimut 64									
	FLYBRIDGE COLLECTION Azimut 70 Azimut 78 Azimut 82 Azimut 88 Azimut 95 Azimut 100 Uncovered									
	COLLECTION Azimut 40S Azimut 43S Azimut 48S Italia Azimut 55 Azimut 60S Azimut 64S									
	MAGELLANO COLLECTION Magellano 50 Magellano 74									
AZIMUT YACHTS	AZIMUT Grande Azimut Grande 100 Azimut Grande 100 Azimut Grande 116 Azimut Grande 135S									
	Class Delta 93 Island 100 Classic 121 Classic Signature 132 Cresta 140 Vision 140									
	CUSTOM Yacht customization and semi-customization from 47 to 100 metres Stargazer 46 metre 47 metre 52 metre 59 metre 65 metre									
Benetti ITALIAN EXCELLENCE SINCE 1873										

4 DIRECT REPRESENTATIVE OFFICES

OWNED BY THE COMPANY

USA Fort Lauderdale

CHINA Shanghai

BRAZIL Itajaí

TURKEY Bursa

3 DIRECT SALES OFFICES

USA Fort Lauderdale

CHINA Shanghai

BRAZIL Itajaí

3 DIRECT SERVICE CENTRES

USA Fort Lauderdale

CHINA Shanghai

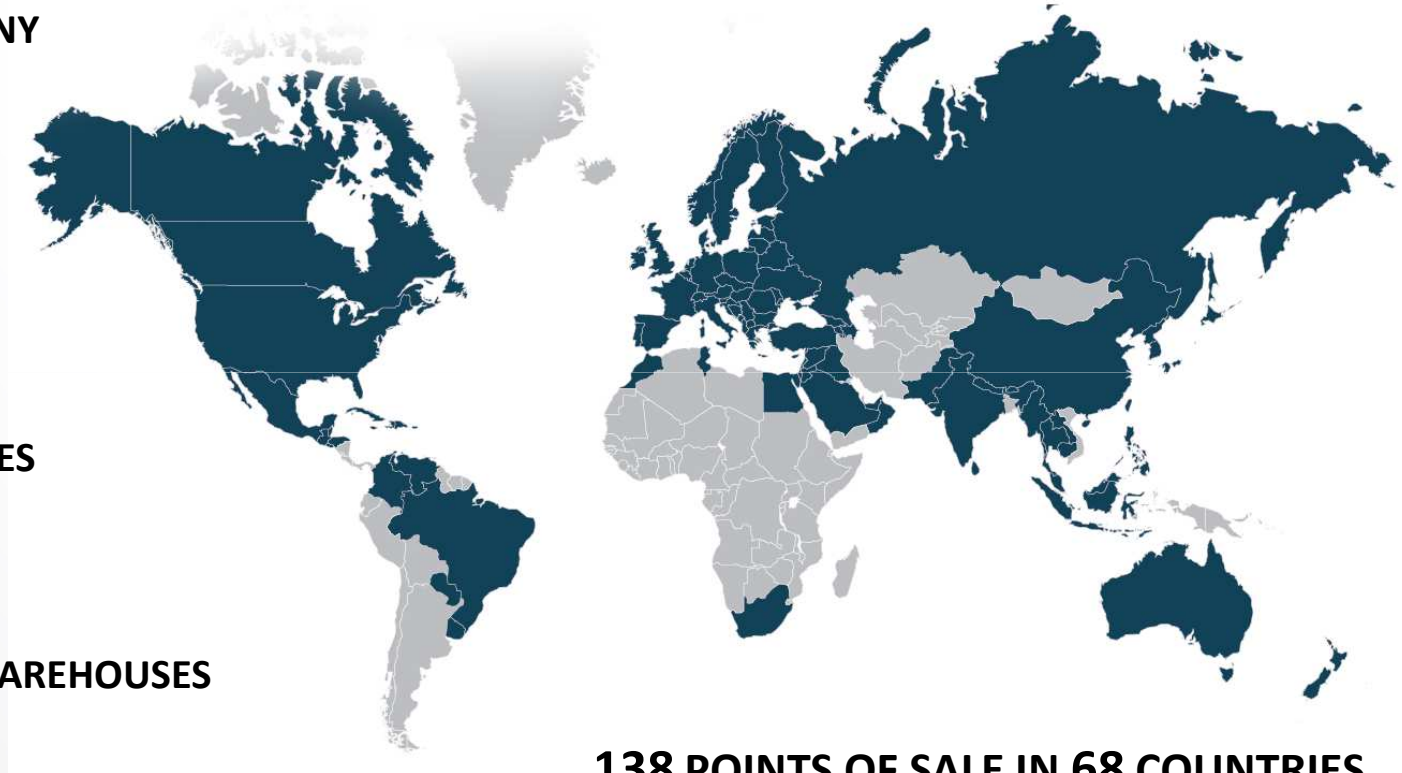
BRAZIL Itajaí

3 DIRECT SPAREPARTS WAREHOUSES

USA Fort Lauderdale

CHINA Hong Kong

BRAZIL Itajaí



138 POINTS OF SALE IN 68 COUNTRIES

AZIMUT | BENETTI
GROUP

YACHTS

AZIMUT
YACHTS

ATLANTIS

Production of luxury
yachts up to 30 meters

- 5 production sites:
- Avigliana/Savona
 - Viareggio
 - Turkey
 - Brazil

MEGAYACHTS

Benetti
AZIMUT
Grande

Production of luxury
yachts over 30 meters

- Class range
 - Custom range
 - Azimut Grande
- 3 production sites:
- Livorno
 - Viareggio
 - Fano

SERVICES

YACHTIQUE
ELITE YACHTING SERVICES

- Fraser Yachts
Brokerage, Charter
Yacht Management
- Lusben: Refit and Repair
- Financial Services
- Marinas

Luxury Sportcruiser from 10 up to 18 metres



Atlantis Verve 36

Open and Flybridge from 40 up to 100 feet



AZIMUT GRANDE

Azimut Yachts 45

Yachts from 40 up to 80 feet environment friendly



Magellano 50

Awards won by Magellano 50



**BEST OF THE BEST
WINNER**



*2011 Environmental Award
The Winner*

Yachts over 30 metres with high level of personalisation



Azimut Grande 120SL

Class range: megayachts over 28 metres in composite



Benetti Crystal (140ft)

Custom range: aluminium and steel megayachts over 47 metres up to 100 metres



Benetti Nataly (65mt)

YACHTIQUE: to serve to the owners

Financial Services	Innovative solutions for financial and insurance packages
Marinas	Development of high level infrastructure
Fraser Yachts	Leading full-service yachting company (Charter, Brokerage, yacht management)
Refit Services	High specialized Refit & Repair service for yachts from 20 to 120 metres
Styling Lounge	Yachts living solutions

4 MARINAS built: Total Surface 532,000 sqm



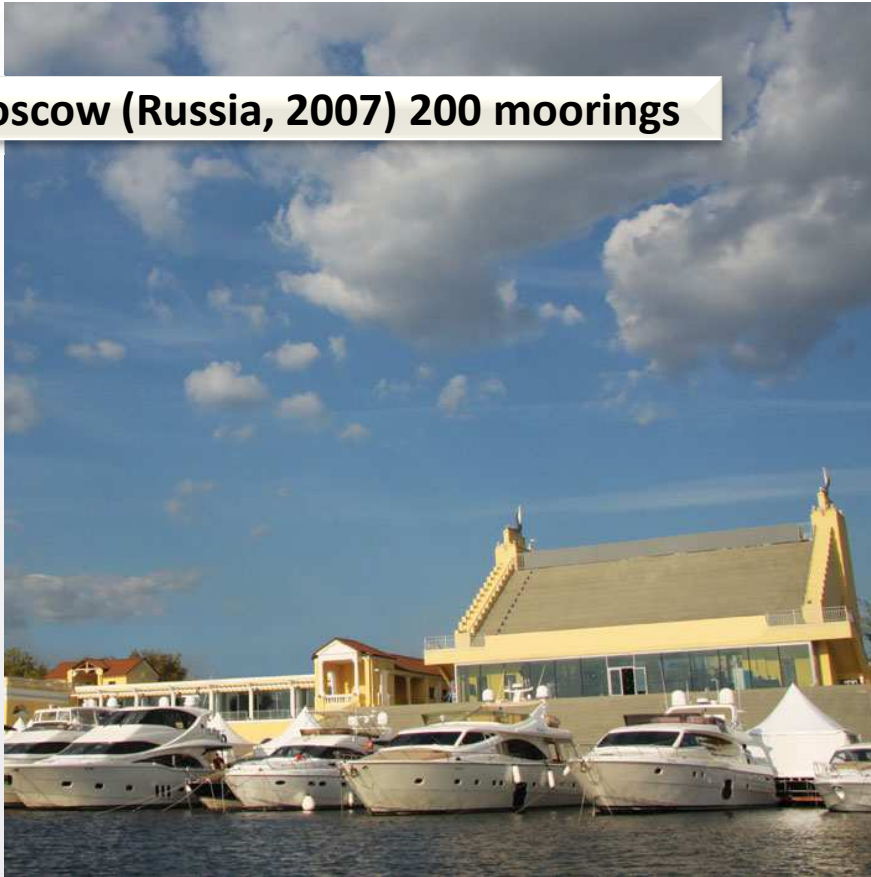
Viareggio (Italy, 2005) 50 moorings

AZIMUT | BENETTI
GROUP MARINAS



Varazze (Italy, 2006) 800 moorings

Moscow (Russia, 2007) 200 moorings





Livorno (Italy, 2006) 800 moorings

Refit & Repair Services for boats from 20 to 120 metres through Lusben company





THANK YOU