



# SUPERYACHT CLUSTERS MATCHING

Leading countries in yachting:  
Italy & the Netherlands

# 22 APRIL 2021



DISTRETTO  
TECNOLOGICO  
PER LA NAUTICA  
E LA PORTUALITÀ  
TOSCANA





# LEADING COUNTRIES IN YACHTING: ITALY & THE NETHERLANDS



The strongest hotspots in the superyacht industry are in Italy and the Netherlands. Both countries have a wide range of companies active in the market, from design, engineering to shipyards, suppliers and service providers.

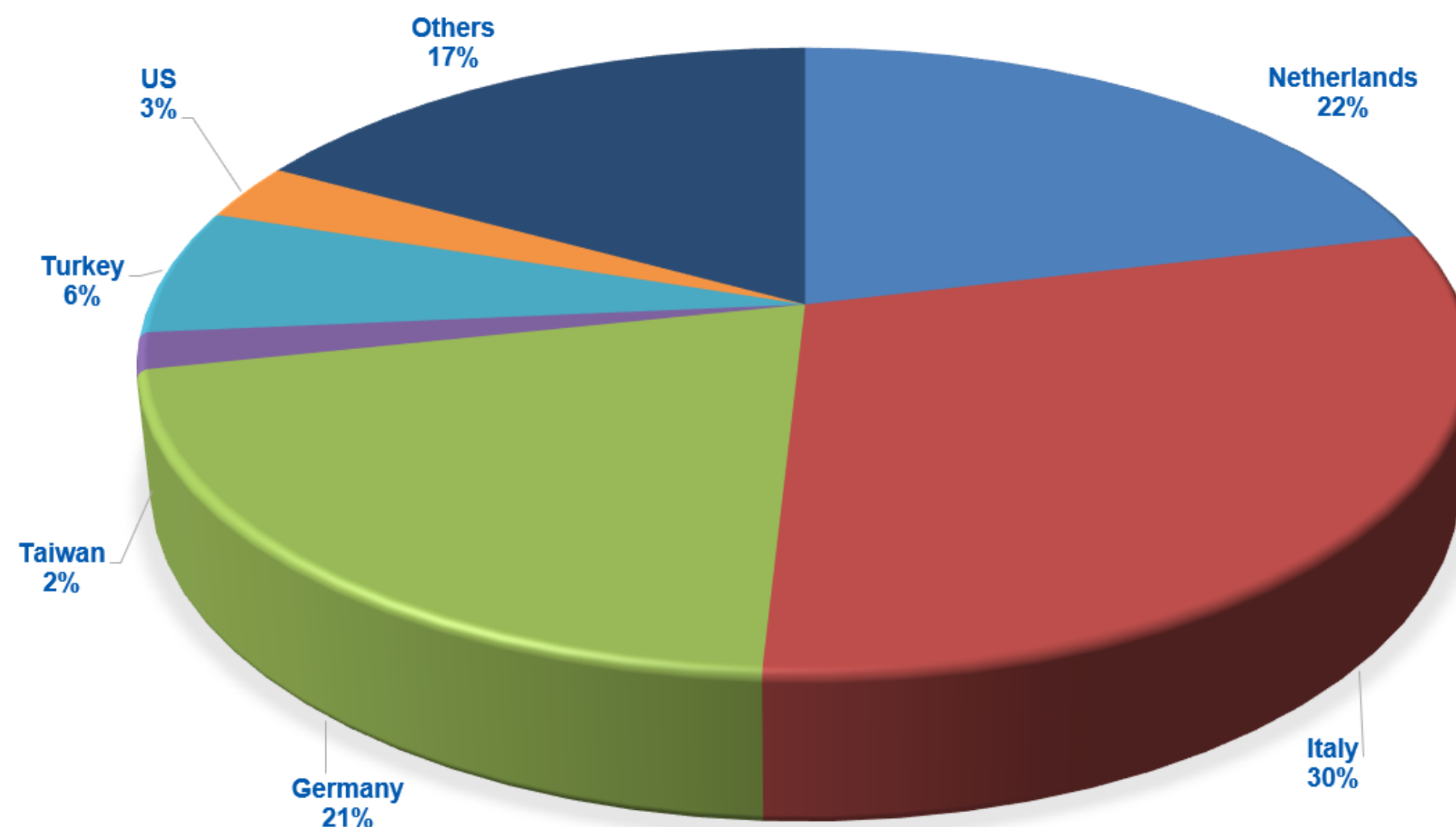
The two clusters have a lot to offer to each other. While the pandemic the superyacht sector goes through a period of technological innovation and search for sustainable solutions. Finding the right partners is crucial to stay at the forefront of this competitive market.



Both Italy and the Netherlands have a long nautical history and some of their leading yacht builders are founded in the 19th century. Today Italy and the Netherlands are leading the superyacht industry both in number of yachts built as gross tonnage of production. The regional maritime clusters are of great importance to the superyacht sector.

The collaboration between shipyards, suppliers and service providers breeding ground for innovation and efficiency. When two clusters collaborate, the benefits can multiply. The superyacht sector needs to develop to stay relevant to the changing needs of the customers. The collaboration between two regional clusters will contribute to the necessary change.

## MARKET SHARE IN GT





# THE ORGANIZERS



## TUSCAN YACHTING TECHNOLOGICAL DISTRICT

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Yachting represents one of the driving forces for Tuscan economy, both in terms of number of companies involved and in terms of employment. Tuscany can boast an undisputed leadership in the international arena, thanks to a dynamic and highly relevant economic sector which includes, in addition to the nautical production of large shipyards, also small artisan producers coexisting with leading international companies.

Thanks to its history and its geographical position, Tuscany has always played a fundamental role throughout the Mediterranean, but the challenge and the objective of the District is to further enhance the yachting sector, and the activities of smaller marinas or commercial ports in terms of fishing and logistics.

With 206 companies, 11 service centers, 20 research organizations and 39 industrial research and technology transfer infrastructures, over time, the District, has developed - through its manager Rete Penta - innovation and research projects, training to the industry professionals, yachting events and network and relations among European and Mediterranean districts.



## HOLLAND YACHTING GROUP

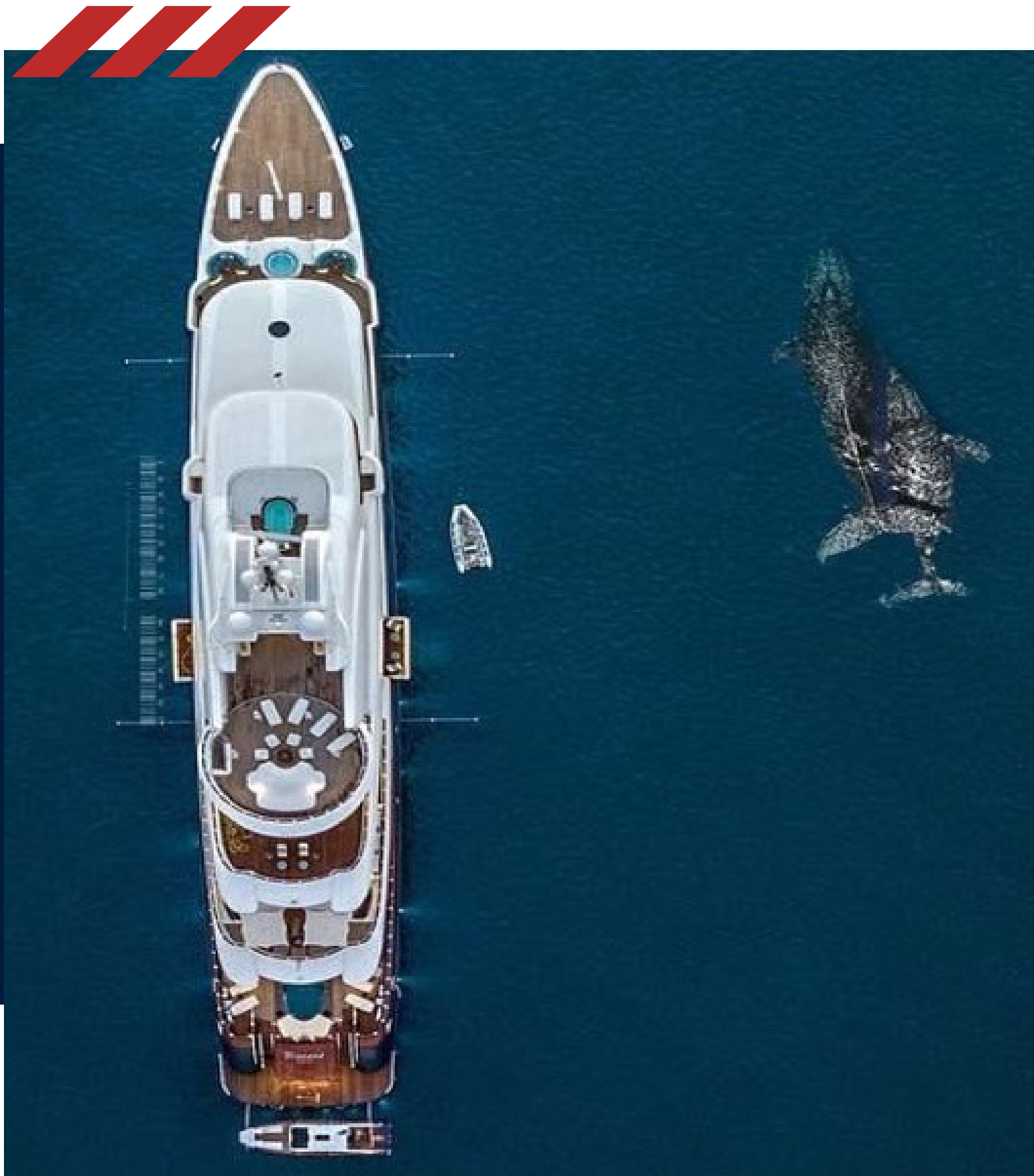
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The Holland Yachting Group is part of Netherlands Maritime Technology (NMT) is a close-knit, successful network of shipyards, suppliers and service providers who work together to achieve the impossible in all locations and conditions. In the field of maritime technology, these companies - large and small - are always one step ahead in the quest for new challenges and solutions.

Based on a shared pride and passion for the trade, the office organisation underpinning Netherlands Maritime Technology goes the extra mile to facilitate the work of the network in every way possible. Netherlands Maritime Technology serves the interests of the network, provides professional project support, and carries out independent research wherever necessary.

There is a particular focus on issues linked to Trade, Innovation and Human Capital.





# DRIVING THE SUSTAINABILITY IN THE SUPERYACHT INDUSTRY

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There is an urgent need to accelerate the implementation of sustainable and innovative technology in the superyacht industry in order to lower its impact and save the world's precious oceans.

The superyacht industry is in a unique strategic position and is blessed with extraordinarily influential clients who have the ability to drive sustainability and make a truly positive impact.

The central theme of the event is sustainability and the Water Revolution will play a role in the content of the workshops.





# SUPERYACHT CLUSTERS MATCHING: The Virtual Event Programme

The event includes several workshops, with a special focus on innovations and sustainability.

Each workshop will consist in 5-minute presentation by suppliers followed up by a Q&A, moderated by an expert of the industry.

An important part of the virtual event will be the business-to-business meetings between Italian and Dutch companies.

## Matchmaking and Marketplace\*

will be available from 12.00 to 15.00.

Attendees will be able to sign up for matchmaking based on their profile and preferences.

*\*In the Marketplace all companies will introduce themselves with presentations and recorded videos*

**9:00 - 09:45**

**| Opening webinar**

**10:00 - 10:45**

**| Workshop | ZERO EMISSION**

**11:00 – 11:45**

**| Workshop | ENERGY EFFICIENCY**

**12:00 – 15:00**

**| Matchmaking | B2B sessions**

**15:00 – 15:45**

**| Workshop | SUSTAINABLE SUPPLY CHAIN**

**16:00 – 16:30**

**| Workshop | WRF DATABASE**

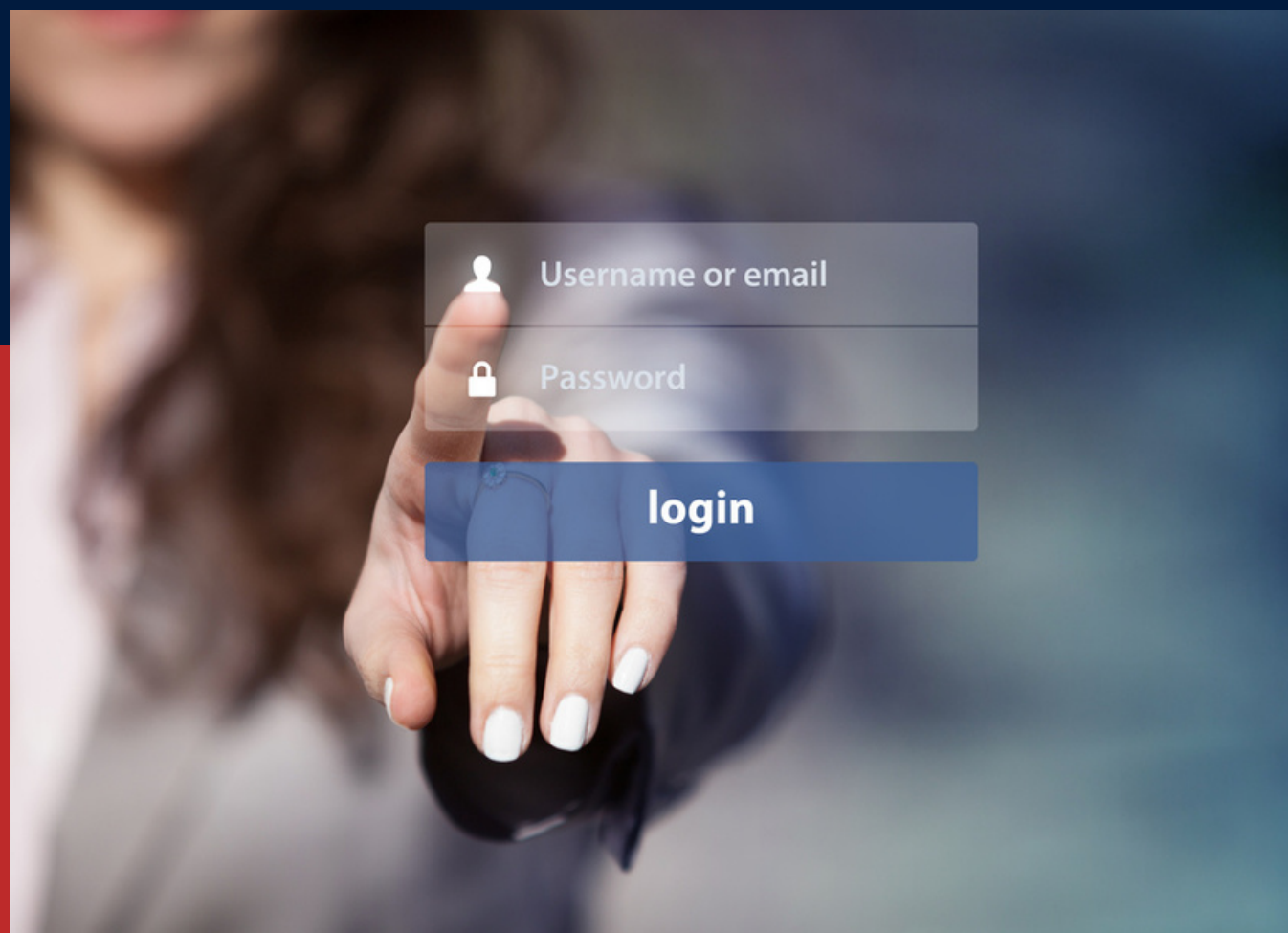
**16:30 – 17:15**

**| Aperitivo Nautico**



# PACKAGES

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## SUPPLIER PACKAGE

- Participation for 2 people to the whole virtual event including all content
- 5 Scheduled meetings with Shipyards
- Aperitivo Nautico package with typical products from the partner country

## SPONSOR PACKAGE

- Promotion video during workshop
- Participation for 2 people to the whole virtual event including all content
- Sponsor logo on all event communication
- Include sponsor promotion material in Aperitivo Nautico package"
- 5 Scheduled meetings with Shipyards
- Aperitivo Nautico package with typical products from the partner country

## SHIPYARD PACKAGE

- Participation for 3 people to the whole virtual event including all content
- Scheduled meetings with suppliers

## ORGANIZED BY



## SPONSORED BY



## ENDORSED BY | TECHNICAL SPONSOR



## CONTACTS

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