



# CANTIERE NAVALE VICTORIA

## COMPANY PROFILE

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## 1. NAME OF THE COMPANY

CANTIERE NAVALE VITTORIA S.P.A.

ADDRESS: via Leonardo da Vinci, 47 - 45011 Adria (Rovigo) Italy

## 2. PRESIDENT:

LUIGI DUO'

MAIL: [luigiduo@vittoria.biz](mailto:luigiduo@vittoria.biz)

## 3. COMPANY BRIEF

What Cantiere Navale Vittoria is today, arises from the effort and sacrifices of the Duò family over almost a century of activity. **Luigi Duò put the first seed in 1927** with little money, but great passion for this job. He always followed his beliefs: high quality of ships built and reliability of employees, at any cost. These values are still the main pillars of Cantiere Navale Vittoria management.

The three generations who have run the Shipyard until today have worked continuously toward product innovation deeply committed in bringing diligence, passion and social responsibility to their business. **With these principles in mind, Cantiere Navale Vittoria has developed its international presence, which continues to expand every day.**

Cantiere Navale Vittoria has been building ships and shipping components for almost 90 years, working in all sectors of naval construction. **The Company is today one of the main qualified official supplier of several public authorities around the globe, as well as major ship owning groups, having produced more than 860 boats of any kind.** Manufacturing experience includes tugboats, cargo vessels, fishing boats, paramilitary and military vessels, pusher tugs, dredgers and hopper dredgers, tankers, pontoons and ferryboats for motor vehicles and passengers. Cantiere Navale Vittoria structure allows efficient production, flexibility and

top-quality levels, regardless the type of boat to be manufactured.

The Structure operates through quality and environmental systems in compliance with the **UNI EN ISO 9001** and **UNI EN ISO 14001** standards. For Cantiere Navale Vittoria quality and environmental care are such important as safety and health conditions of the workers. The Company has in fact received the **OHSAS (Occupational Health and Safety Assessment Series) 18001 certificate**, an equally important validation to evaluate management competences in considering and acting upon potential dangers and risks on the job. It is also thanks to these several certified traits that Cantiere Navale Vittoria daily strengthened its position as a leading competitor in the global market.

#### **4. CONTACT PERSONS**

ING. MASSIMO DUO' - VICE PRESIDENT

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SKYPE: Maxduo

ING. LUIGI CHINAPPI - HEAD OF COMMERCIAL DEPARTMENT

MAIL: [luigichinappi@vittoria.biz](mailto:luigichinappi@vittoria.biz)  
MOB: +39 366 5772491

#### **5. COMPANY WEBSITE**

[www.vittoria.biz](http://www.vittoria.biz)

#### **6. INCORPORATION/REGISTRATION**

COUNTRY: Italy  
YEAR: 1927

## 7. TYPE OF COMPANY

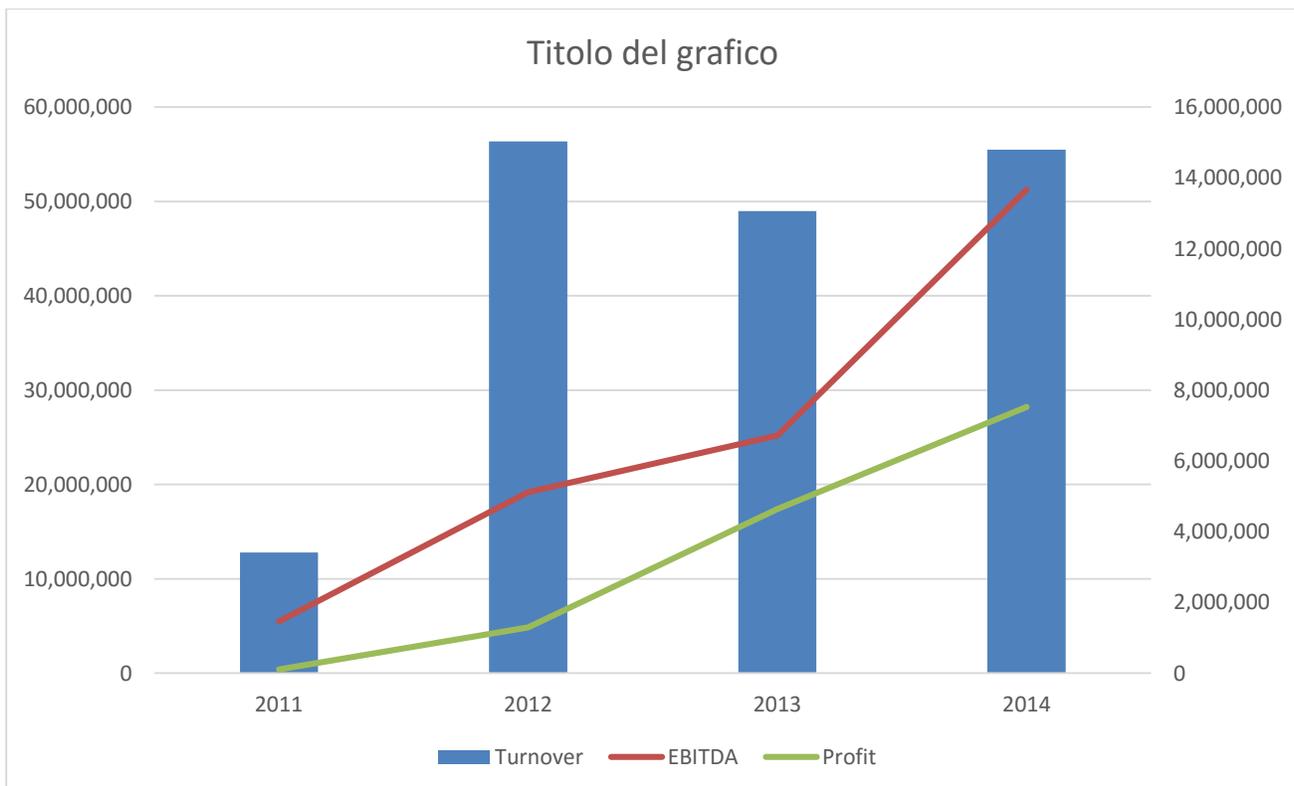
JOINT-STOCK COMPANY: public limited company, privately owned not listed.

## 8. INDUSTRY TYPE

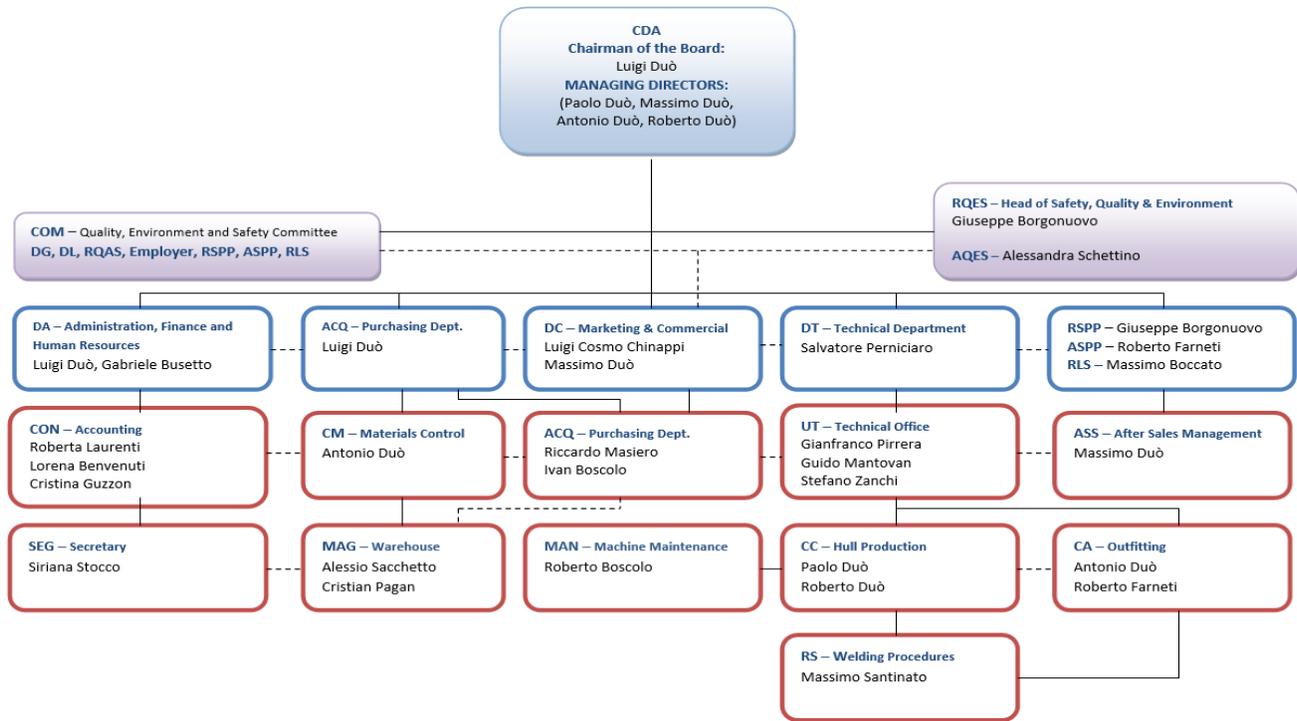
ALL SECTORS OF NAVAL CONSTRUCTION: shipbuilding, vessels maintenance and restoration, and ships components manufacturing. Cantiere Navale Vittoria is specialized in producing any kind of military, paramilitary, work and commercial vessel.

## 9. FINANCIALS

Year	Turnover (€)	EBITDA (€)	Profit (€)
2011	12,786,409	1,465,040	102,001
2012	56,360,571	5,112,581	1,291,344
2013	48,966,037	6,714,285	4,636,446
2014	55,500,309	13,667,035	7,526,952



## 10. ORGANIZATION CHART:



## 11. EMPLOYEES:

The Shipyard founds its success on the efforts of **more than 300 employees, with satellites activities**. This agile and flexible body of professionals is able to create any ship with talent and rapidity.

## 12. KEY PRODUCTS – Military and Paramilitary:

Vittoria Shipyard is **leader since many decades in the Military and Paramilitary vessels global market**.

Particularly popular are **Search and Rescue boats, unsinkable and self-righting**. In the last few years, The Company produced more than a hundred of vessels for the Coast Guards of Italy, Slovenia, Croatia, Libya, Malta, Cyprus and Tunisia. These Corps use SAR boats everyday against illegal immigration, smuggling, illegal drug trade and terrorism, in addition to environmental and fishing areas protection.

Vittoria **Fast Patrol Vessels** can guarantee high top speeds (35 - 44 knots) that allows these boats to operate also in areas far from ports for an average period of 5/6 days and 14-18 crewmembers. High performances, combined with an excellent hull design and state of the art controls, **assure minimum speed loss in any sea condition.**

The **P580 Offshore Patrol Vessels** serve for deep-sea patrolling, surveillance and interception. These boats are capable to remain at sea for over 20 days and their particular hull shape guarantees superb stability and high sea-keeping even in extreme weather and seas conditions. Launched with the names P01 Monte Sperone (Italian Custom Police Flagship Boat) and P02 Monte Cimone **the two P580 units are the largest vessels ever created for the Italian Custom Police.** These ships are 58 meters long with 460 tons of full load displacement, and each one employs a 30-person crew.

Vittoria **Firefighting vessels** are nimble and technologically advanced vehicles developed to support fire fighters in various situations such as emergency operations, controlling fires and environmental protection. Vittoria Shipyard design boats for every location: offshore, inland waters and ports.

The main Navies of the world often require and use **Landing Crafts** in their operations. Vittoria MTMs guarantee exceptional support in any amphibious military action, troops and ground equipment transportation, and coast landing operations. The unit has a comfortable pilothouse with complete trim for the best conduction of the vessel. Moreover, the armored wheelhouse provides the required level of ballistic protection to the crew.

Created to prevent, pursue and block suspicious or illegal traffics; Vittoria **Fast Interceptors** are studied to fight illegal immigration, smuggling, piracy and drug trafficking. These boats are an authentic laboratory of futuristic solutions; the top speed from 50 to 75 knots (depending on the model) and the excellent sea keeping make these vessels a benchmark for this kind of patrolling.

For instance, the last example of Cantiere Navale Vittoria research and development studies is the **Interceptor 65'**, a 19m fiberglass fast patrol boat able to reach the exceptional top

speed of 75 knots and guarantee a cruising speed of 55 knots with a range of more than 500 NM.

### 13. KEY PRODUCTS – Work and Commercial:

Beside Military and Paramilitary Vessels, **Vittoria Shipyard has a long serving experience in manufacturing any kind of Work and Commercial Boat** as tugs, firefighting vessels, fishing boats, dredgers, pontoons, supply vessels, cargo, passenger boats and many others.

Great power and extreme maneuverability: these are the main qualities that a tugboat must have to perform its tasks at its best. **With models such as barges, pilot boats and pusher tugs, there is no tug vessel that Vittoria Shipyard is unable to craft.**

Vittoria's Tugs can operate as a pusher in the port but also serve offshore, becoming de facto a small supply vessel. **Therefore, alongside the traditional tugs' facilities these vessels integrate other peculiar instruments,** among which stands out a small crane. This tool was though, in fact, to support the technical needs of larger vessels. Winches and pulleys complete the equipment, providing an ideal versatility of use in port services and offshore.

Vittoria Shipyard is also specialized in crafting dredgers. These **dredgers are self-propelled and uses DUSPAN dredging method** to quickly intervene and ensure maintenance of safety backdrops for navigation. Pumps are sized to perform in a faster and reliable way such activities, while from the wheelhouse is possible to monitor the amount of silt removed. Furthermore, dredgers are equipped with air-conditioned and soundproof bridge, in order to give to personnel the best comfort during everyday activities.

There are ships conceived to work for the service of other ships. Vittoria **Supply Vessels** ensure maximum safety and the best ease of operation thanks to their refined positioning system, the Kongsberg DPK-POS, which guarantees automatic maneuvers management even with minimum visibility and rough sea. These vessels are classified as **Fast Support Vessels (FSV)**: a successful synthesis of Vittoria Shipyard's ability of building boats for

advanced companies engaged in competitive and complex industries. This classification shows in fact that Vittoria Supply Vessels are able to fulfill efficiently their role combining advanced technical features, high performances and speed.

The founder, Luigi Duò, built Vittoria shipyard during the '20s exactly to manufacture **cargo vessels**. Over the years, the experience gained by shipwrights has led the modern solutions developed by the R&D department, ensuring a targeted layout for any kind of cargo. Knowhow in this kind of boats includes manufacturing of several construction materials and knowledge of any kind of machinery for cargo boarding, management and unloading. Moreover, Vittoria Shipyard has a relevant experience in manufacturing **Duplex stainless steel chemical tankers**.

#### 14. KEY SERVICES:

Thanks to high standards work-methods and large quantitative capacity, Cantiere Navale Vittoria is able to ensure simultaneous development of different projects. The Company operates through **tailor made production and engineering to order (E.T.O.)** guaranteeing maximum production flexibility and the best choice in terms of qualified selected suppliers and employees.

#### COMPANY SALES POLICIES RANGE:

- **Turnkey** manufacturing
- **Majority** of ordered vessels built **at Vittoria Shipyard** and **the rest at destination** with "technology transfer"
- Construction of **ordered vessels at destination through "assembly kits" and technical supervision**. The "assembly Kits" are equipped with all the different sections of the vessel to be assembled
- **Licensing production** at destination

Vittoria Shipyard **works alongside** its customers during the financial procurement phase. Furthermore, the Company is **always open to evaluate financial support and guarantees** in favor of the customer.

## 15. KEY FACILITIES:

The workspace, localized in Via Leonardo Da Vinci in Adria, covers a **22.000 square meters surface**, 10.000 of which enclosed in mobile warehouses. Cantiere Navale Vittoria has **three main haulage and launching lines**: 165 x 30 m, 100 x 18 m, 75 x 15 m; and is one of the few Companies in Italy still able to do traditional inauguration.

Prefabrication yards are equipped with **mobile hangars sliding on rails**, which allow production to continue on different projects simultaneously without restraints from external climate.

Offices are in a brand new building, one of the important investments made in recent years to improve both production and working conditions.

All welding procedures are compliant with the standard **ISO 3834-2** and approved for manual and automatic welding of several materials: carbon steel, high tensile steel, duplex stainless steel, light aluminum alloy, Avesta steel.

## 16. KEY CUSTOMERS:

Cantiere Navale Vittoria is a qualified supplier of the:

- Italian Navy, Coast Guard, Civil Protection, Fire Brigades and Custom Police
- Malta Civil Protection and Armed Forces of Malta
- Slovenian Maritime Police and Coast Guard
- Croatian Ministry of the Interior
- Cyprus Ministry of Justice and Public Order, and Navy
- Tunisian Coast Guard and Navy
- Libyan Coast Guard
- Bambini S.r.l.
- Zeta S.r.l.

## 17. LIST OF KEY SUPPLIES 2007 - 2015:

### YEAR 2007

- Construction of **n.8 Patrol boats of 12 meters**. Order date 25/07/2007, end date 18/06/2008. Commissioned by Selex Sistemi Integrati SpA. Type of material used: light aluminum alloy 5083 H11
- Construction of **n.2 Sea Patrol Vessels and n.5 River Patrol Vessel**. Order date 29/06/2007, end date May 2008. Commissioned by the Ministry of Finance of the Republic of Croatia. Type of material used: light aluminum alloy 5083 H111
- Construction of **n.6 Motorboats for 400 passengers**. Order date 30/10/2007, end date 12/03/2009. Commissioned by A.C.T.V. SpA. Type of material used: steel FE430
- Construction of **n.2 Hulls**. Order date 06/08/2007, end date 30/04/2008. Commissioned by Cantieri San Marco SRL. Type of material used: steel FE 430
- Construction of **n.2 Firefighting Naval Units**. Order date 18/12/2007, end date 16/07/2009. Commissioned by the Italian Ministry of the Interior. Type of material used: GRP (fiberglass)
- Construction of **n.4 Landing Crafts**. Order date 21/12/2007, end date 04/12/2009. Commissioned by the Italian Ministry of Defense NAVARM. Type of material used: steel AH36
- Construction of **n.4 Fast Search and Rescue Vessels**. Order date 29/12/2007, end date 31/07/2010. Commissioned by the Libyan General Peoples Committee for General Security. Type of material used: n.2 boats in light alloy aluminum 5083 H111, and n.2 boats AH36 steel hull and aluminum superstructure 5083 H111

### YEAR 2008

- Construction of **n.1 Motorboat for 400 passengers**. Order date 18/01/2008, end date 09/04/2009. Commissioned by A.C.T.V. SpA. Type of material used: steel FE430

**YEAR 2009**

- Construction of **n.1 Landing Craft**. Order date 09/11/2009, end date 16/03/2010. Commissioned by the Italian Ministry of Defense NAVARM. Type of material used: steel AH36

**YEAR 2010**

- Construction of **n.1 Work Boat of 52 meters**. Order date 10/02/2010, end date 22/12/2010. Commissioned by Bambini SRL. Type of material used: light aluminum alloy ALU 5083 H111

- Construction of **n.1 Motorboat of 60 meters**. Order date 27/07/2010, end date of contract: 21/12/2011. Commissioned by Lavori Marittimi e Dragaggi SpA. Type of material used: steel FE430

- Construction of **n.4 Landing Crafts**. Order date 21/12/2010, end date 23/11/2011. Commissioned by the Italian Ministry of Defense NAVARM. Type of material used: steel AH36

**YEAR 2011**

- Construction of **n.1 Self-Propelled Pontoon with opening bottom of 81 meters (Hopper Dredger)**. Order date 23/09/2011, end date 28/09/2012. Commissioned by Zeta SRL. Type of material used: steel FE430

- Construction of **n.1 Work Boat of 56 meters**. Order date 04/10/2011, end date 05/12/2012. Commissioned by Bambini SRL. Type of material used: light aluminum alloy ALU 5083 H111

**YEAR 2012**

- Construction of **n.1 Patrol Vessel of 27 meters**. Order date 02/08/2012, end date 05/08/2013. Commissioned by the Italian Ministry of the Interior. Type of material used: light aluminum alloy ALU 5083 H321

- Construction of **n.2 Patrol Boats of 34 meters**. Order date 12/03/2012, end date 04/24/2013. Commissioned by the Italian Ministry of the Interior. Type of material used: light aluminum alloy ALU 5083 H321

- Construction of **n.2 Multi-Role Patrol Vessels of 55 meters**. Order date 09/08/2012, end date 27/10/2014. Commissioned by the Italian Custom Police General Command. Type of material used: steel FE430 and 5083 aluminum for the superstructure.
- Construction of **n.3 Patrol Boats of 34 meters**. Order date 03/11/2012, end date 16/08/2014. Commissioned by the Italian Ministry of the Interior. Type of material used: light aluminum alloy ALU 5083 H321
- Construction of **n.4 Patrol Vessels of 27 meters**. Order date 03/11/2012, end date 11/17/2014. Commissioned by the Italian Ministry of the Interior. Type of material used: light aluminum alloy ALU 5083 H321

### YEAR 2013

- Construction of **n.1 Patrol Boats of 34 meters**. Order date 12/18/2013, end date 23/05/2015. Commissioned by the Italian Ministry of the Interior. Type of material used: light aluminum alloy ALU 5083 H321
- Construction of **n.1 Patrol Vessel of 27 meters**. Order date 12/18/2013, end date 21/05/2015. Commissioned by the Italian Ministry of the Interior. Type of material used: light aluminum alloy ALU 5083 H321

### YEAR 2014

- Construction of **n.2 Motorboats type "Work Boat Fast Crew Boat" of 20 meters**. Order date 06/27/2014, end date 27.04.2015. Commissioned by Bambini SRL. Type of material used: light aluminum alloy

### YEAR 2015

- Construction of **n.1 Work Boat - Fast Supply Vessels of 52 meters**. Order date 03/03/2015, currently under construction. Committed by Adriese di Navigazione SRL. Type of material used: light aluminum alloy
- Construction of **n.1 Self-Propelled Pontoon with opening bottom of 84 meters (Hopper Dredger)**. Order date 03/03/2015, currently under construction. Committed by Adriese di Navigazione SRL. Type of material used: steel grade S275 JR

- Construction of **n.1 Diving Support Vessel of 36 meters**. Order date 03/17/2015, currently under construction. Commissioned by the Tunisian Ministry of National Defense. Type of material used: AH36 steel hull and aluminum superstructure
- Construction of **n.1 Sea Ship for Marine Research of 36 meters**. Commissioned by the Romanian Ministry of Agriculture and Rural Development. Type of material used: steel

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**CANTIERE NAVALE VITTORIA SPA**

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