



UNIVERSITÀ DEGLI STUDI
DI GENOVA

EMSHIP – Advanced Master in Naval Architecture

PRODUCT ANALYSIS AND DESIGN OF A SUPERYACHT

ANALYSIS OF A SEMI-CUSTOM FIBERGLASS RANGE OF BENETTI YACHTS, FROM 93' TO 140' ;
RE-DESIGN OF A "CLASSIC"-121' YACHT

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STRUCTURE OF INTERNSHIP AND MASTER THESIS

TECHNICAL SPECIFICATIONS COMPARISON

10 TECHNICAL AREAS OF COMPARISON

IDENTIFYING THE STANDARDS

THE SUPERYACHT MARKET ANALYSIS

MARKET CONSIDERATIONS

STRATEGIC COMPARISON OF "CLASSIC" 121'

RE-DESIGN OF A M/Y "CLASSIC 121' YACHT

DESIGN CONCEPT

TECHNICAL DRAWINGS AND SPECIFICATIONS

THE LIST OF COMAPRED YACHTS – DISPLACEMENT RANGE

Benetti DELFINO 93'

SEMI-CUSTOM FIBERGLASS

CURRENTLY IN PRODUCTION:



TRADITION SUPREME 108'

SEMI-CUSTOM FIBERGLASS

CURRENTLY IN PRODUCTION:



Benetti CLASSIC 121'

SEMI-CUSTOM FIBERGLASS

CURRENTLY IN PRODUCTION:



THE LIST OF COMAPRED YACHTS – DISPLACEMENT RANGE

Benetti CLASSIC SUPREME 132'

SEMI-CUSTOM FIBERGLASS

CURRENTLY IN PRODUCTION:



Benetti CRYSTAL 140'

SEMI-CUSTOM FIBERGLASS

CURRENTLY IN PRODUCTION:



Benetti VISION 145'

SEMI-CUSTOM FIBERGLASS

CURRENTLY IN PRODUCTION:



THE LIST OF COMAPRED YACHTS – FAST DISPLACEMENT RANGE

<p>Benetti FD 125' SEMI-CUSTOM FIBERGLASS</p> 	<p>CURRENTLY IN PRODUCTION:</p> <table border="0"> <tr> <td data-bbox="928 271 1145 383">03 January 2016</td> <td data-bbox="1152 271 1321 383">04 May 2016</td> </tr> <tr> <td data-bbox="928 392 1145 495">01 April 2015</td> <td data-bbox="1152 392 1321 495">02 July 2015</td> </tr> </table>	03 January 2016	04 May 2016	01 April 2015	02 July 2015
03 January 2016	04 May 2016				
01 April 2015	02 July 2015				
<p>Benetti FD 140' SEMI-CUSTOM FIBERGLASS</p> 	<p>CURRENTLY IN PRODUCTION:</p> <table border="0"> <tr> <td data-bbox="928 533 1145 645">01 April 2015</td> <td data-bbox="1152 533 1321 645">02 July 2015</td> </tr> <tr> <td data-bbox="928 654 1145 757">03 January 2016</td> <td data-bbox="1152 654 1321 757">04 May 2016</td> </tr> </table>	01 April 2015	02 July 2015	03 January 2016	04 May 2016
01 April 2015	02 July 2015				
03 January 2016	04 May 2016				
<p>NEW - Benetti FB800 – GRP & ALU</p> 	<p>NEW - Benetti FB 700 – STEEL & ALU</p> 				

PRODUCT ANALYSIS - of the fundamental systems that allows the operation of a vessel.

TOGETHER MORE THAN **500 ITEMS** HAVE BEEN COMPARED, FOR **11 YACHTS**. RESULT: BOOKLET OF **200 PAGES** WHICH IS NOW IN USE BY BENETTI TECHNICAL AND SALES DEPARTMENTS.

GENERAL : 21 AREAS OF COMPARISON

EX: PRINCIPAL CHARACTERISTICS / CONSTRUCTION / NOISE AND VIBRATION / TANKS CAPACITY ...

STRUCTURE: 32 AREAS OF COMPARISON

EX: HULL CONSTRUCTION / LAMINATION PROCEDURE / REINFORCEMENTS / FOUNDATIONS ...

OUTFITTING: 35 AREAS OF COMPARISON

EX: TEAK DECK COVERING / MOORING BOLARDS / WINDOWS / EXTERNAL RAILS / COVERS ...

INSULATION: 5 AREAS OF COMPARISON

EX : GENERAL / ENGINE ROOM / ACCOMODATIONS / PARTITIONS / FLOATING FLOORS

PIPING SYSTEMS AND MACHINERY: 22 AREAS OF COMPARISON

EX: FUEL OIL SYSTEM / EHXAUST SYSTEMS / FRESH WATER SYSTEM / HYDRAULIC SYSTEMS ..

VENTILATION AND AIR CONDITIONING: 7 AREAS OF COMPARISON

EX: HEATING / ACCOMODATION VENTILATION / TECHNICAL ROOMS VENTILATION ...

ELECTRIC AND ELECTRONIC SYSTEM: 27 AREAS OF COMAPRISON

EX : MAIN GENERATING SETS / DISTRIBUTION PANELS / COMMUNICATION EQ / WIRING ..

PROPULSION AND MANOEUVRING: 9 AREAS OF COMPARISON

EX: MAIN ENGINES / SHAFT LINES / PROPELLERS / STABILIZERS / STEERING GEAR

INTERIORS: 21 AREAS OF COMAPRISON

EX: MARBLES AND STONES / WALL FINISH / LOOSE FURNITURE / MATERIALS AND TREATMENTS ...

PAINTING AND FINISHING: 6 AREAS OF COMPARISON

EX: EXTERNAL PAINTNG / TEAK CAPING RAIL / INTERNAL PAINTING / GRP BOTTOM TANKS ...

MISCELLANEOUS: OWNERS SUPPLY

GENERAL : 21 AREAS OF COMPARISON

EX: PRINCIPAL CHARACTERISTICS / CONSTRUCTION / NOISE AND VIBRATION / TANKS CAPACITY ...

BENETTI RANGE CLASS - CUSTOM	BENETTI CLASS				
MODEL	BD 93'	BK 108'	BC 121'	BS 132'	BY 140'
NOISE AND VIBRATION					
Noise @ Aft Guests Cabins (anch ; nav)	48 ; 65	50 ; 63	47 ; 62	47 ; 72	45 ; 62
Noise @ Fwd guest Cabins (anch ; nav)	45 ; 57	45 ; 58	46 ; 57	46 ; 57	45 ; 58
Noise @ Crew Mess (anch ; nav)	45 ; 55	45 ; 60	48 ; 56	48 ; 56	48 ; 57
Noise @ Crew Cabins (anch ; nav)	45 ; 55	45 ; 60	48 ; 56	48 ; 56	48 ; 56
Noise @ Main Saloon (anch ; nav)	50 ; 63	52 ; 62	45 ; 62	50 ; 62	48 ; 62
Noise @ Dining Area (anch ; nav)	/	52 ; 62	45 ; 58	48 ; 58	/
Noise @ Owner's Cabin (anch ; nav)	45 ; 52	43 ; 50	44 ; 51	44 ; 51	44 ; 51
Noise @ Galley (anch ; nav)	45 ; 55	55 ; 65	52 ; 59	49 ; 59	48 ; 60
Noise @ Sky Lounge (anch ; nav)	/	58 ; 65	46 ; 55	46 ; 55	pan.saloon 45 ; 56
Noise @ Captain cabin (anch ; nav)	/	/	48 ; 56	48 ; 56	48 ; 55
Noise @ Wheelhouse (anch ; nav)	48 ; 57	50 ; 55	56 ; 56	56 ; 56	55 ; 55
Noise @ Aft Main Deck (ext. Area) (anch ; nav)	60 ; 78	63 ; 78	58 ; 80	58 ; 80	58 ; 79
Noise @ Aft Upper Deck (ext. Area) (anch ; nav)	/	58 ; 73	57 ; 73	57 ; 73	56 ; 74
Noise @ Middle Sun Deck (ext. Area) (anch ; nav)	58 ; 73	55 ; 70	56 ; 70	56 ; 70	55 ; 70
Vibration@ Owner and guests interior lux areas (Nav)	1RMS [mm/s]	1 RMS [mm/s]	2 RMS [mm/s]	1 RMS [mm/s]	2.5 RMS [mm/s]
Vibration @ Open Deck entertainment areas (Nav)	1.5 RMS [mm/s]	1.5 RMS [mm/s]	2.5 RMS [mm/s]	1.5 RMS [mm/s]	3 RMS [mm/s]
Vibration @ crew Quarters (Nav)	1.5 RMS [mm/s]	1.5 RMS [mm/s]	2.5 RMS [mm/s]	1.5 RMS [mm/s]	3 RMS [mm/s]

STRUCTURE: 32 AREAS OF COMPARISON

EX: HULL CONSTRUCTION / LAMINATION PROCEDURE / REINFORCEMENTS / FOUNDATIONS ...

BENETTI RANGE CLASS - CUSTOM	BENETTI CLASS				
MODEL	BD 93'	BK 108'	BC 121'	BS 132'	BY 140'
Hull Materials	GRP	GRP	GRP	GRP	FRP
Superstructure materials	GRP	GRP	Cored sandwich structure in the decks and on the sides utilising mat, unidirectional, biaxial and woven E-glass. When necessary single skin laminate will be provided.	Cored sandwich structure in the decks and on the sides utilising mat, unidirectional, biaxial and woven E-glass. When necessary single skin laminate will be provided.	Cored sandwich structure in the decks and on the sides utilising mat, unidirectional, biaxial and woven E-glass. When necessary single skin laminate will be provided.
Superstructure reinforcements	Local reinforcements when necessary	Local reinforcements when necessary	Local reinforcements when necessary, to support concentrated loads due to heavy parts and objects.	Local reinforcements when necessary, to support concentrated loads due to heavy parts and objects.	Local reinforcements when necessary, to support concentrated loads due to heavy parts and objects.

OUTFITTING: 35 AREAS OF COMPARISON

EX: TEAK DECK COVERING / MOORING BOLARDS / WINDOWS / EXTERNAL RAILS / COVERS ...

BENETTI RANGE CLASS - CUSTOM	BENETTI CLASS				
MODEL	BD 93'	BK 108'	BC 121'	BS 132'	BY 140'
EXTERNAL DECKS OUTFITTING					
Deck Lining	planked with teak 12mm	planked with teak 12mm	planked with teak 12mm	planked with teak 12mm	planked with teak 15mm
Teak on hull doors and swimming platforms	/	/	planked with teak 10mm	planked with teak 10mm	/
External stairs lining	planked with external stair covering 12mm. Benetti Standard 21107	planked with teak 12mm.	planked with teak 15mm	planked with teak 12mm	planked with teak 15mm
Bulwark capping rails	12mm	12mm	15mm	12mm	15mm
External ceilings	GRP panels	Plywood of adequate thickness, elastically connected to the Yacht structure. Ceilings will be removable wherever necessary.	marine plywood, satin finish	honeycomb sandwich panels, with satin finish.	honeycomb sandwich panels with satin finish.

INSULATION: 5 AREAS OF COMPARISON

EX : GENERAL / ENGINE ROOM / ACCOMODATIONS / PARTITIONS / FLOATING FLOORS

BENETTI RANGE CLASS - CUSTOM	BENETTI CLASS				
MODEL	BD 93'	BK 108'	BC 121'	BS 132'	BY 140'
Exhaust gas pipes insulation	insulated to avoid thermal transmission	The stainless steel pipe is completely insulated by a rigid material which allows a maximum temperature of about 65 °C, without any further insulation and consequently avoiding the installation of the common soft insulation material.	Insulated with a rigid material. Max. Temperature of 65 °C will be reached in the exposed surfaces. Connections will have textile insulation.	Insulated with a rigid material. Max. Temperature of 65 °C will be reached in the exposed surfaces. Connections will have textile insulation.	insulated and stainless steel polished covered to avoid thermal transmission.
Pipes insulation					
Hot water pipes	insulated	insulated	insulated	insulated	insulated
Chilled water pipes	insulated inside and outside engine room, in order to avoid any condensation	/	insulated inside and outside engine room, in order to avoid any condensation. Fresh water filling lines will be insulated too.	insulated inside and outside engine room, in order to avoid any condensation. Fresh water filling lines will be insulated too.	insulated inside and outside engine room, in order to avoid any condensation. Fresh water filling lines will be insulated too.

PIPING SYSTEMS AND MACHINERY: 22 AREAS OF COMPARISON

EX: FUEL OIL SYSTEM / EHXAUST SYSTEMS / FRESH WATER SYSTEM / HYDRAULIC SYSTEMS ..

BENETTI RANGE CLASS - CUSTOM	BENETTI CLASS				
MODEL	BD 93'	BK 108'	BC 121'	BS 132'	BY 140'
Bilge and fire system	Each watertight compartment will have a separate bilge suction connected through a bilge manifold to the electric pumps. Fire pump will be connected to the fire manifold for supply sea water to the fire system. Fire manifold will be connected to the anchor hawse pipes to supply water for chain washing. Fire hydrant valves connected to sea water	Each watertight compartment will have a separate bilge suction, with electric valve, connected through a bilge manifold to the electric pump. Fire hydrant valves are fitted on open decks. 2 EL self priming pumps are provided for bilge and fire extinguishing system. Pipes made of cupinpress. Fire hoses and nozzles are fitted as per rules. Fire hoses are stored on proper fittings.	Each watertight compartment will have a separate bilge suction connected through a bilge manifold to the electric pump. The forward storages will be served by automatic submergible pumps. For the garage bilge will be used a collecting tank located below the floor, the tank will be automatically emptied by a dedicated pump. Bilge lines material will be CuNi 90-10 of the pressfitting type. Valves will be in brass.	Each watertight compartment have a separate bilge suction connected through a bilge manifold to the electric pump. The forward storages are served by automatic submergible pumps. For the garage bilge will be used a collecting tank located below the floor, the tank will be automatically emptied by a dedicated pump. Bilge lines material is CuNi 90-10	Each watertight compartment will have a separate bilge suction connected through a bilge manifold to the electric pumps. The bilge pump piping will be designed to normally discharge into the bilge tank and only be able to discharge directly overboard in emergency. Fire pump will be connected to the fire manifold and can supply sea water to the fire system.
Water ballast system	/	electric valve, connected through a bilge manifold to the electric			A system to fill and empty the ballast tanks through manifold is provided. All sea water piping for ballast system is made in CuNi 90-10.

VENTILATION AND AIR CONDITIONING: 7 AREAS OF COMPARISON

EX: HEATING / ACCOMODATION VENTILATION / TECHNICAL ROOMS VENTILATION ...

BENETTI RANGE CLASS - CUSTOM	BENETTI CLASS				
MODEL	BD 93'	BK 108'	BC 121'	BS 132'	BY 140'
ACCOMMODATION AIR CONDITIONING AND VENTILATION SYSTEM					
Summer conditions:	35°C, 95 F, 90% / 22 °C, 72 F, 55 % / 32 °C, 90 F	35°C, 95 F, 80% / 22 °C, 72 F, 55 % / 32 °C, 90 F	35°C, 95 F, 90% / 22 °C, 72 F, 55 % / 32 °C, 90 F	35°C, 95 F, 90% / 22 °C, 72 F, 55 % / 32 °C, 90 F	35°C, 95 F, 90% / 22 °C, 72 F, 55 % / 32 °C, 90 F
Winter conditions:	0°C, 32 F, 90% / 22 °C, 72 F, 50 % / 10 °C, 50 F	0°C, 32 F, 90% / 22 °C, 72 F, 50 % / 10 °C, 50 F	0°C, 32 F, 90% / 22 °C, 72 F, 50 % / 5 °C, 41 F	0°C, 32 F, 90% / 22 °C, 72 F, 50 % / 5 °C, 41 F	0°C, 32 F, 90% / 22 °C, 72 F, 50 % / 8 °C, 46 F
Fan coils	Shall be fed by chilled/heated water. The units shall be complete with heat exchanger, fan, drip-tray with double drain connected to separate drain tank, electric actuated. Each fan coil unit shall be provided with three speed controller for up and down room temperature and fan speed settings and a display panel.	Equipped with temperature control and step coil speed control (3 speeds). Each fan coil is provided with a 3 way valve in order to ensure the proper water flow versus the various ambient condition and temperature requirement.	Accommodations are provided with local fan coil units equipped with four way by-pass valve, thermostat, fan, heat exchanger, dust filter and dryp-tray. Fan coils are fed by lines from main chiller unit.	Accommodations are provided with local fan coil units equipped with four way by-pass valve, thermostat, fan, heat exchanger, dust filter and dryp-tray. Fan coils are fed by lines from main chiller unit.	Shall be fed by chilled/heated water. The units shall be complete with heat exchanger, fan, drip-tray with double drain connected to separate drain tank, electric actuated. Each fan coil unit shall be provided with three speed controller for up and down room temperature and fan speed settings and a display panel.

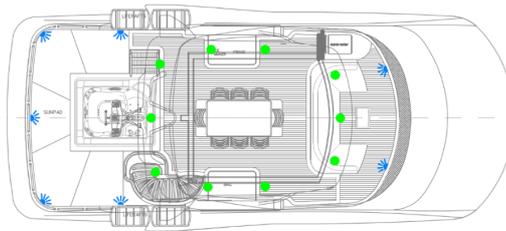
ELECTRIC AND ELECTRONIC SYSTEM: 27 AREAS OF COMAPRISON

EX : MAIN GENERATING SETS / DISTRIBUTION PANELS / COMMUNICATION EQ / WIRING ..

BENETTI RANGE CLASS - CUSTOM	BENETTI CLASS				
MODEL	BD 93'	BK 108'	BC 121'	BS 132'	BY 140'
Echo sounder	N° 1 BLACKBOX ECHOSOUNDER FURUNO DFF1 with dual frequency triducer (depth, log, water temp)	N° 1 BLACKBOX ECHOSOUNDER FURUNO DFF1 with dual frequency triducer (depth, log, water temp)	<u>N 1 Blackbox graphic echosounder/ Log DFF 1</u> with dual frequency triducer (depth, log, water temp) , <u>N 1 NMEA Depth/Log sensor.</u>	<u>N 1 Blackbox graphic echosounder/ Log DFF 1</u> with dual frequency triducer (depth, log, water temp) <u>N 1 NMEA Depth/Log sensor</u>	<u>N 1 Blackbox graphic echosounder DFF 1</u> with dual frequency triducer (depth, log, water temp) ; <u>N 2 Log integrated in NAVNET 3D B744V Transducers</u>
Magnetic compass	N°1 Magnetic compass Riviera White Star BW3 for Wheelhouse. N°1 Magnetic compass Riviera White Star BZ1 for Fly bridge	N°1 Magnetic compass C.Plath Jupiter over head mounting for Wheelhouse N°1 Magnetic compass Riviera for Fly bridge	N 1 Plath Jupiter m, 180 mm Over head installation	N 1 Plath Jupiter m, 180 mm to autosilo connection Over head installation	N 1 Plath Jupiter m, 180 mm to autosilo connection Over head installation
Navtex system	/	/	/	/	/
Telephone units	10 VOIP telephones connected to the B.E.S.T network.	13 VOIP telephones connected to the B.E.S.T network.	14 VOIP telephones connected to the B.E.S.T network.	15 VOIP telephones connected to the B.E.S.T network.	17 VOIP telephones connected to the B.E.S.T Network

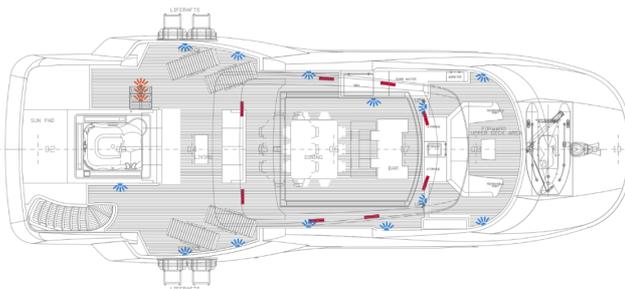
GRAPHICAL DECK COMPARISON OF INDOOR – OUTDOOR LIGHTING PLAN

CLASSIC 121'



TAG	TYPE
●	External ceiling light
☀	External foot light

CLASSIC SUPREME 132'



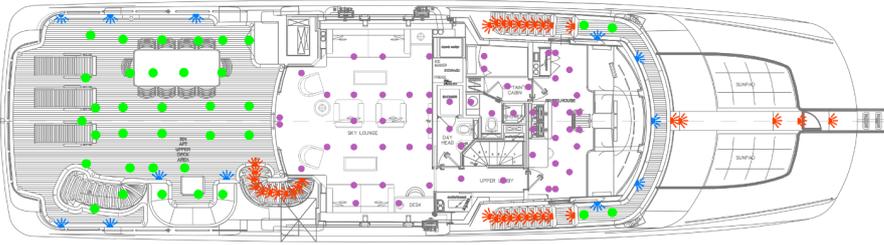
TAG	TYPE
■	External ceiling light
☀	External foot light

INDOOR - OUTDOOR LIGHTING PLAN
SUN DECK COMPARISON



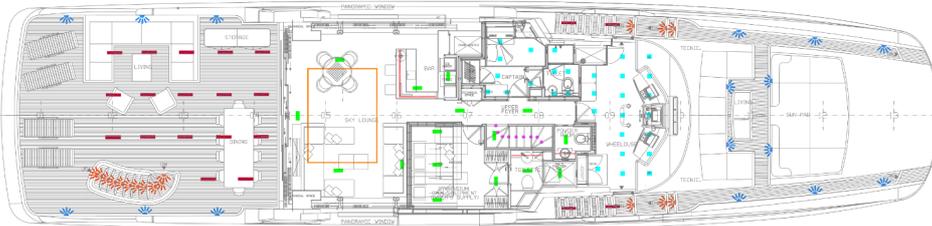
GRAPHICAL DECK COMPARISON OF INDOOR – OUTDOOR LIGHTING PLAN

CLASSIC 121'



TAG	TYPE
●	External ceiling light
⚡	External foot light
⚡	External step light
●	Internal ceiling light
■	Internal courtesy light

CLASSIC SUPREME 132'



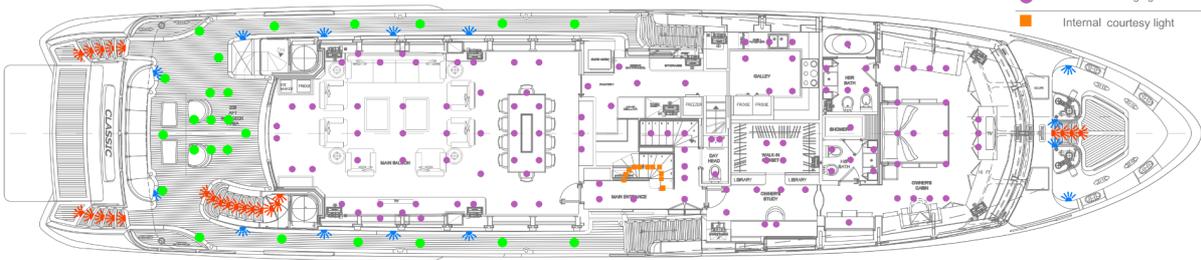
TAG	TYPE
■	External ceiling light
⚡	External foot light
⚡	External step light
●	Internal crew ceiling light
●	Internal crew courtesy light
■	Internal service areas ceiling light
■	Internal ceiling light direct lighting
●	Internal courtesy light
■	Stripled indirect lighting
■	Furniture decorative stripled

INDOOR - OUTDOOR LIGHTING PLAN
UPPER DECK COMPARISON

Benetti

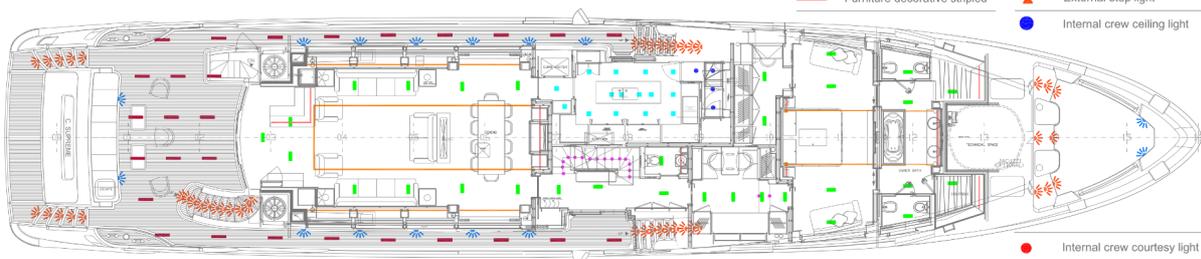
GRAPHICAL DECK COMPARISON OF INDOOR – OUTDOOR LIGHTING PLAN

CLASSIC 121'



TAG	TYPE
●	External ceiling light
⚡	External foot light
⚡	External step light
●	Internal ceiling light
■	Internal courtesy light

CLASSIC SUPREME 132'



TAG	TYPE
■	Internal ceiling light direct lighting
●	Internal courtesy light
■	Stripled indirect lighting
■	Furniture decorative stripled
■	External ceiling light
⚡	External foot light
⚡	External step light
●	Internal crew ceiling light
●	Internal crew courtesy light
■	Internal service areas ceiling light

INDOOR - OUTDOOR LIGHTING PLAN
MAIN DECK COMPARISON

Benetti

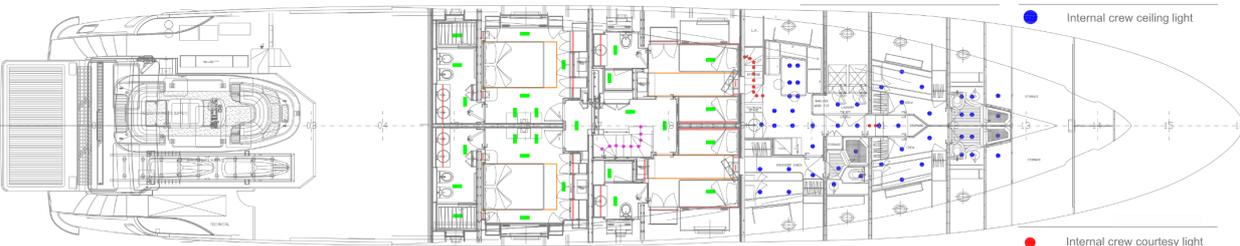
GRAPHICAL DECK COMPARISON OF INDOOR – OUTDOOR LIGHTING PLAN

CLASSIC 121'



TAG	TYPE
●	External ceiling light
☀	External foot light
☀	External step light
●	Internal ceiling light
■	Internal courtesy light

CLASSIC SUPREME 132'



TAG	TYPE
■	Internal ceiling light direct lighting
●	Internal courtesy light
—	Striped indirect lighting
—	Furniture decorative striped
■	External ceiling light
☀	External foot light
☀	External step light
●	Internal crew ceiling light
●	Internal crew courtesy light
■	Internal service areas ceiling light

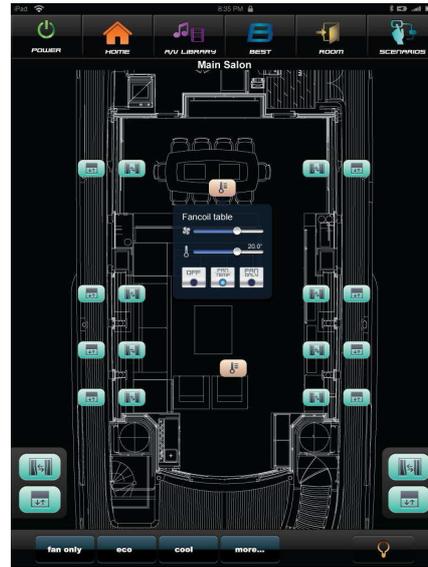
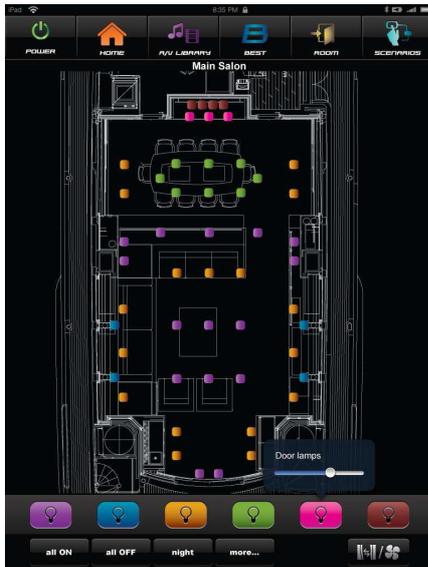
INDOOR - OUTDOOR LIGHTING PLAN
LOWER DECK COMPARISON



ELECTRIC AND ELECTRONIC SYSTEM – ENTERTAINMENT SYSTEM “BEST”

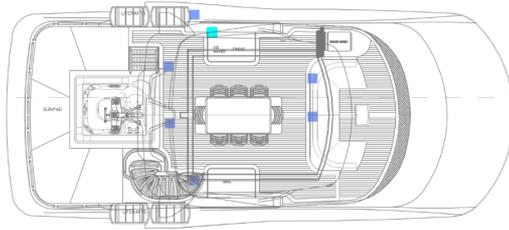
Benetti Exclusive Sea Technology - ‘BEST’ – full audio and video entertainment system, communication system (from telephone to data transfer), wi-fi connection through the yacht, CCTV surveillance system (with motion detection sensors), control and personalisation of the environments, upgradable for future technologies...

Graphical Interface of Benetti Exclusive Sea Technology: ‘BEST’:



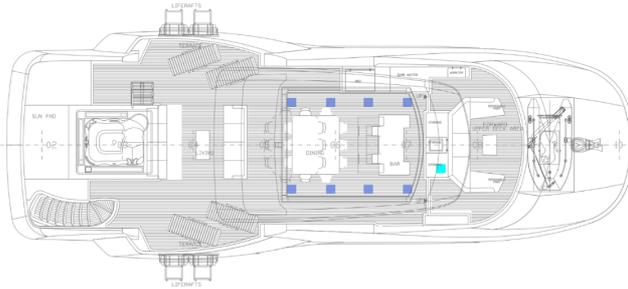
GRAPHICAL DECK COMPARISON OF AUDIO – VIDEO PLAN

CLASSIC 121'



TAG	TYPE
Cyan square	Marine CD/mp3 Player - Radio Turner
Blue square	Micro Hi-Fi - sintoamplifier - CD player

CLASSIC SUPREME 132'



AUDIO - VIDEO PLAN
SUN DECK COMPARISON



GRAPHICAL DECK COMPARISON OF AUDIO – VIDEO PLAN

CLASSIC 121'



TAG	TYPE
Red square	Entertainment devices: n°1 Audio Video Receiver - AM/FM Turner - HDMI Input/Output n°1 "Best" Audio_Video Client n°1 Integrated wi-fi remote c. n°1 iPod Docking Station
Brown square	Entertainment devices: n°1 Micro Hi-Fi - AM/FM T. DVD player n°1 Integrated wi-fi remote c. n°1 iPod Docking Station
Green square	Entertainment devices: n°1 Micro Hi-Fi - AM/FM T. CD player n°1 iPod Docking Station
Pink square	Best audio touch panel - iPod Docking Station
Cyan square	Marine CD/mp3 Player - Radio Turner
Blue square	Micro Hi-Fi - sintoamplifier - CD player
Orange square	TV LED
Red square	TV LCD
Purple square	Subwoofer
Yellow square	Speaker
Blue square	Marinized speaker

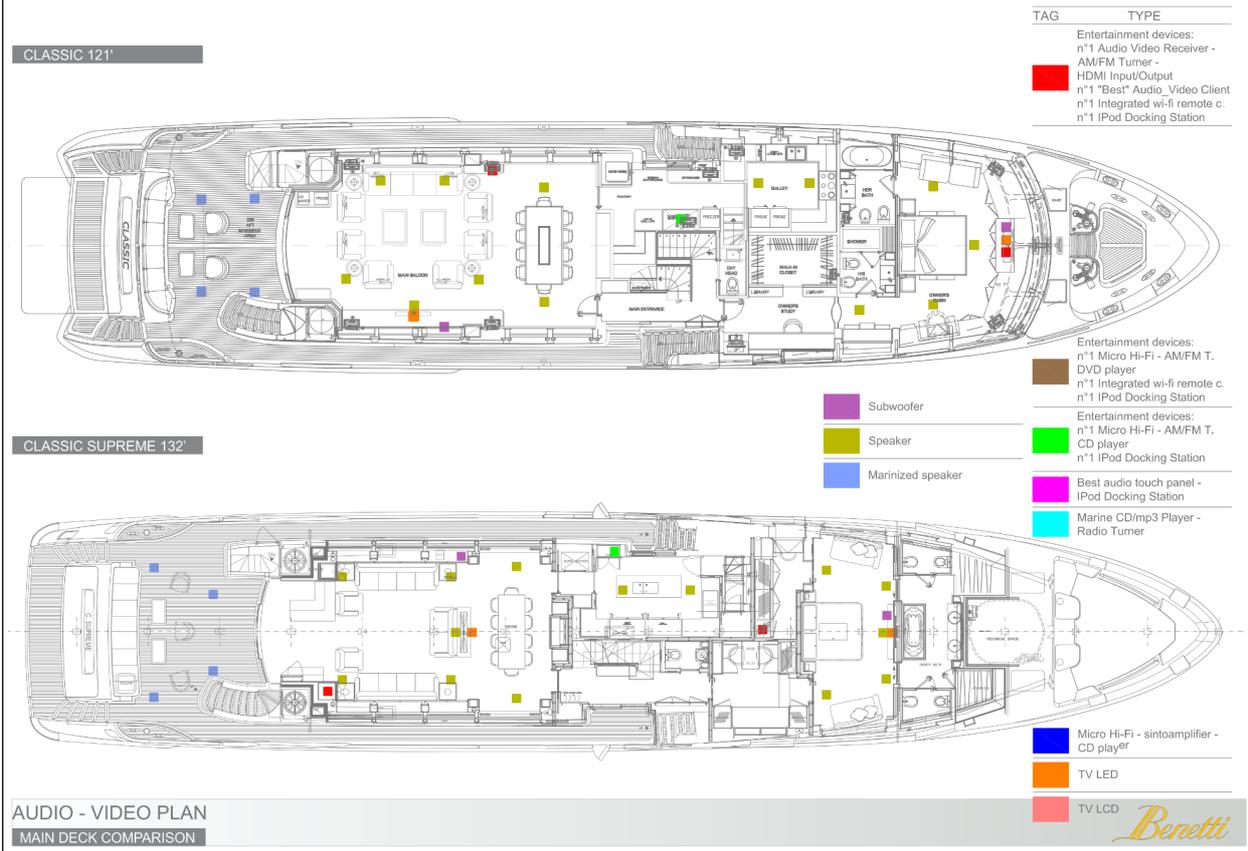
CLASSIC SUPREME 132'



AUDIO - VIDEO PLAN
UPPER DECK COMPARISON



GRAPHICAL DECK COMPARISON OF AUDIO – VIDEO PLAN



GRAPHICAL DECK COMPARISON OF AUDIO – VIDEO PLAN



PROPULSION AND MANOEUVRING: 9 AREAS OF COMPARISON

EX: MAIN ENGINES / SHAFT LINES / PROPELLERS / STABILIZERS / STEERING GEAR

BENETTI RANGE CLASS - CUSTOM	BENETTI CLASS				
MODEL	BD 93'	BK 108'	BC 121'	BS 132'	BY 140'
Propulsion machinery					
Main engines	2 x MAN V8 1000, of 735 kW (1000HP) @ 2300 rpm each	2 x MAN V8 1000, of 735 kW (1000HP) @ 2300 rpm each	2x MTU 12V 2000M72 1080 kW (1468 hp) @ 2250 rpm	2x MTU 12V 2000M72 1080 kW (1450 hp) @ 2250 rpm with BlueLine plant automotion	MTU12V2000M72, of 1080 kW (1450 HP) @ 2250 rpm each, with Blue vision NG basic
Shaft seals	Mechanical seals are provided inside hull.	Sealings are mechanical type.	Mechanical seals are provided inside hull.	Mechanical seals are provided inside hull.	Mechanical seals are provided inside hull.
Propellers	2 highly skewed propellers. Made by five nickel-aluminium-bronze blades and hub. Blade surface finished according to ISO 484/2 S class.	2 highly skewed propellers. Made by five nickel-aluminium-bronze blades and hub. Blade surface finished according to ISO 484/2R S class.	2 highly skewed propellers. Made by five nickel-aluminium-bronze blades and hub. Each propeller is statically balanced. Blade surface finished according to ISO S class.	2 highly skewed propellers. Made by five nickel-aluminium-bronze blades and hub. Each propeller is statically balanced. Blade surface finished according to ISO S class.	2 propellers made by five nickel-aluminium-bronze blades. Each propeller is statically balanced. Blade surface finished according to ISO S class.

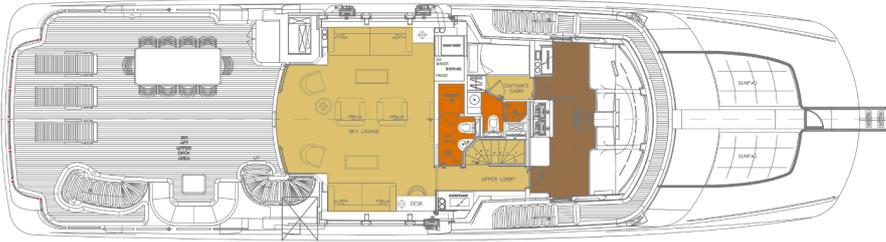
INTERIORS: 21 AREAS OF COMAPRISON

EX: MARBLES AND STONES / WALL FINISH / LOOSE FURNITURE / MATERIALS AND TREATMENTS ...

BENETTI RANGE CLASS - CUSTOM	BENETTI CLASS				
MODEL	BD 93'	BK 108'	BC 121'	BS 132'	BY 140'
Loose furniture	Guest loose furniture (seats and tables) will be supplied and installed according to the Interior's Concept Design, the Functional Plan Book and the Excellence Range Book.	loose chairs, armchairs, tables, stools, sofas, etc. Will be instaled by Benetti in accordance to the GA and as per Interiors Book or per Furnitur plans.	loose chairs, armchairs, tables, stools, sofas, etc. Will be instaled by Benetti in accordance to the GA and as per Internal / External Loose Furniture plan.	loose chairs, armchairs, tables, stools, sofas, etc. Will be instaled by Benetti in accordance to the GA and as per Internal / External Loose Furniture plan.	loose chairs, armchairs, tables, stools, sofas, etc. Will be instaled by Benetti in accordance to the GA and as per Internal / External Loose Furniture plan.
External Aft Area:	6 Dining Chairs, 1 Dining table	/	2 Coffe table, 2 armchairs	2 coffe table	1 coffe table
Main Saloon:	2x Sofa 3 seats, 1x sofa 2 seats, 1 Coffe table, 10 dining chairs, 1 Dining table.	/	1x Sofa 4 seats, 6 Armchairs, 2 Coffe table, 10 dining chairs, 1 Dining table, 4 side table	2x Sofa 4 seats, 2 Coffe table, 10 dining chairs, 1 Dining table.	2 sofa 3 seat, 2 armchairs, 1 coffe table, 2 bar stool, 10 dining chairs, 1 dining table
Owner's cabin:	1 Vanity Chair, 1x 2 seat Sofa.	/	1 Vanity chair, 1 desk chair (in Owner's Study)	1 Vanity chair, 2 Chaise lounge	1 Vanity chair, 1 Chaise lounge
UPPER DECK:					
External Aft Area:	DINING TABLE 1, DINING CHAIR 6		1 Coffe table, 3 Sunbed, 1 Dining table, 10 Dining chairs.	2 Sofa 3 seats, 2 Armchairs, 1 Coffe table, 1 Dining table, 10 Dining chairs.	2 Sofa 2 seats, 1 Sofa 3 seats, 2 Armchairs, 1 Coffe table.

GRAPHICAL DECK COMPARISON OF FLOOR PLAN

CLASSIC 121'



TAG	TYPE
	Wood
	Carpet
	Marble
	Synthetic carpet
	Vinyl flooring
	Teak & Holy

CLASSIC SUPREME 132'

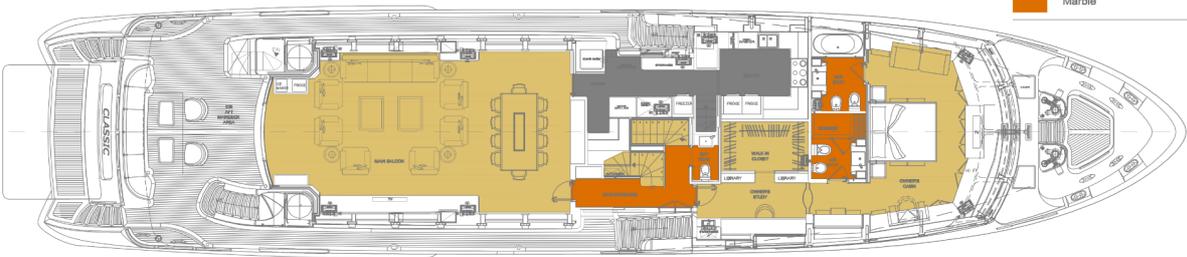


FLOOR PLAN
UPPER DECK COMPARISON

Benetti

GRAPHICAL DECK COMPARISON OF FLOOR PLAN

CLASSIC 121'



TAG	TYPE
	Wood
	Carpet
	Marble
	Synthetic carpet
	Vinyl flooring
	Teak & Holy

CLASSIC SUPREME 132'



FLOOR PLAN
MAIN DECK COMPARISON

Benetti

GRAPHICAL DECK COMPARISON OF FLOOR PLAN



PAINTING AND FINISHING: 6 AREAS OF COMPARISON

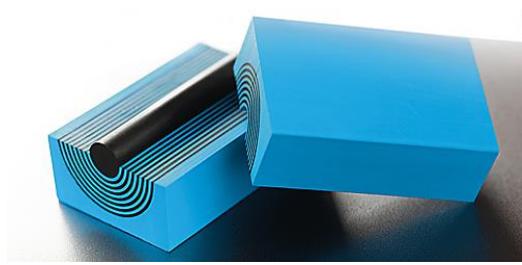
EX: EXTERNAL PAINTING / TEAK CAPING RAIL / INTERNAL PAINTING / GRP BOTTOM TANKS ...

BENETTI RANGE CLASS - CUSTOM	BENETTI CLASS				
MODEL	BD 93'	BK 108'	BC 121'	BS 132'	BY 140'
Inaccessible spaces treatment	filled with resin compound		Finished with a water paint treatment	Finished with a water paint treatment	Filled with resin compound to prevent the corrosion.
Technical spaces flooring	Plastic protective grating	Aluminium knocked plating with raised edge. Removable or hinged sections are fitted in way of valves, filters, etc.	The external lockers, storages and internal surfaces of GRP furniture - finished in white gelcoat	The external lockers, storages and internal surfaces of GRP furniture - finished in white gelcoat	Plastic protective grating is layed on the floor of all deck lockers.
Levelling compounds				/	/
Waterproof treatments				/	/
Paint, general	All interior and exterior finishes will be painted and protected.		Hull and superstructure external surfaces are finished in polished white gelcoat. Appearance as per Benetti Standard BEN-MI 080.	Hull and superstructure external surfaces are finished in polished white gelcoat. Appearance as per Benetti Standard BEN-MI 080.	All interior and exterior finishes are painted and protected. According to benetti painting specification.

MISCELLANEOUS: OWNERS SUPPLY

BENETTI RANGE CLASS - CUSTOM	BENETTI CLASS				
MODEL	BD 93'	BK 108'	BC 121'	BS 132'	BY 140'
OWNER'S SUPPLY AND ALLOWANCES					
MISCELLANEOUS	<p>Owners supplies up to 3.5 t are considered for weight calculation within this specification :</p> <p>Tender, Jet-skis, Watersports equipment, Pots, pans and cooking tools, Crockery, Cutlery and serving pieces, Table accessories, Table linens, Bedlinens and blankets, Towels and robes, Stationery, Guest booklets, Uniforms, Chart, pilots, almanacs, chart table equipment, etc, personal computers, Tools, spare parts, Diving bottles with scuba accessories and swimming equipments</p>	<p>1 safe in the Owner's suite ; Built-in and separate GRP furniture and sofas for external decks ; Sun bathing mattress and external cushions that will be covered with proper upholstery for external</p>	<p>Owners supplies up to 3.5 t are considered for weight calculation within this specification :</p> <p>Tender, Jet-skis, Watersports equipment, Diving bottles with scuba accessories and swimming equipments, Gym and fitness equipment, Loose sun deck bathing chairs, Artworks and paintings, antiques, decorative items, frames, ashtrays, Books and games, Cassettes, compact discs, video discs, Bone china, crockery, glasswork, trays, silverware, Table accessories, table linens</p>	<p>Owners supplies up to 3.5 t are considered for weight calculation within this specification :</p> <p>Tender including the lifting points with maximum length 5.65m, Jet-skis including the lifting points, Watersports equipment, Diving bottles with scuba accessories and swimming equipments, Gym and fitness equipment, Loose sun deck bathing chairs, Artworks and paintings, antiques, decorative items, frames, ashtrays, Books and games ...</p>	<p>Owners supplies are considered for weight calculation within this specification :</p> <p>Tender including the lifting points with engine included of 6.2x2.61x1.13 (LxWxH), Jet-skis including the lifting points with dimmensions of 3.07x1.22x1.16 (LxWxH), Watersports equipment, Diving bottles with scuba accessories and swimming equipments, Gym and fitness equipment, Loose sun deck bathing chairs,</p>

EXAMPLE OF STANDARDIZED BULKHEAD TRANSITION TUBES-ROXTEC



EXAMPLE OF STANDARDIZED BULKHEAD TRANSITION TUBES-ROXTEC

F1 PASSAGGIO A PARATIA / PONTE – TENUTA STAGNA – RESISTENZA AL FUOCO
 TELAIO CIRCOLARE ROXTEC – CAVI O TUBAZIONI SINGOLE

COIBENTAZIONE N.B. PER IL TIPO E LO SPESSORE DEL COIBENTE DA USARE RIFERIRSI AL PIANO DELLA COIBENTAZIONE

ZONA DI RESISTENZA AL FUOCO L=450

PLEXUS

LEGENDA

- ① PARATIA
- ② PROFILO METALLICO "U" PER FISSAGGIO MICROFORATO
- ③ MICROFORATO
- ④ SIGILLANTE SIKA 291
- ⑤ TUBAZIONI / CAVO ELETTRICO SINGOLO
- ⑥ MODULO SEDE DI CAVO O TUBO
- ⑦ VITI SERRAGGIO MODULI
- ⑧ COIBENTAZIONE N.B. PER IL TIPO E LO SPESSORE DEL COIBENTE DA USARE RIFERIRSI AL PIANO DELLA COIBENTAZIONE
- ⑨ COIBENTAZIONE CON FINITURA PROTEZIONE IN ALLUMINIO
- ⑩ FISSARE CON FILO DI ACCIAIO O FASCETTE METALLICHE

ISTRUZIONE DI INSTALLAZIONE

- A Eseguire sulla paratia il taglio di posizionamento del telaio flangiato maggiorandolo di 5 mm
- B Fascettare e resinare le parti tagliate con 1 Mat 450 + 1 Rovimat 830 + 1 Mat 450
- C Presentare il telaio circolare Roxtec ed eseguire la foratura per viti di fissaggio del telaio
- D Regularizzare le superfici di appoggio mediante molatura
- E Prima dell'inserimento del telaio flangiato Roxtec distribuire sigillante SIKA 291 sul perimetro del taglio sulla flangia e nei fori
- F Fissare il telaio circolare flangiato con perni passanti in acciaio inox classe A2, complete di rondelle e dadi
- G Lubrificare il telaio e i moduli con Roxtec lubrificante
- H Inserire il modulo circolare Roxtec all'interno del telaio riferendosi alle istruzioni di installazione Roxtec e al disegno MYN30400003 Passaggi a parati Roxtec
- I Inserire tubazione/cavo e serrare le viti 7 alla coppia prevista dalle istruzioni di installazione

* Da realizzarsi solo dove previsto dal piano di protezione al fuoco H-0160

Commissa/Construction	Disegno/Drawing Nr	Foglio/Sheet File name	Data/Date
BBSTD	BBSTD-40000	3/9 BBSTD_40000_00	03/07/2013

EXAMPLE OF STANDARDIZED BULKHEAD TRANSITION TUBES-ROXTEC

F4 PASSAGGIO A PARATIA / PONTE – TENUTA STAGNA – RESISTENZA AL FUOCO
 PIASTRA RETTANGOLARE CON MANICOTTI ROXTEC – TUBI MULTIPLI

PARTE 1 DI 2

Stesura di sigillante Sika 291 avendo cura di chiudere i cordoli di sigillatura attorno ai fori

saldatura continua a piena penetrazione

LEGENDA

- ① PARATIA
- ② PIASTRA
- ③ MANICOTTI
- ④ VITE DI FISSAGGIO PIASTRA COMPLETA DI RONDELLE E DADO

***Distanze minime "h" tra i manicotti da verificare a bordo in funzione di:
 -tipo o dimensione tubi
 -tipo di coibente impiegato
 Per i dettagli sui materiali vedere il piano di coibentazione

♣ABELLA PASSO FORATURA

X - Y < 150 MM	VITI FISSAGGIO N° 2
X - Y < 250 MM	VITI FISSAGGIO N° 3
X - Y < 400 MM	VITI FISSAGGIO N° 4
X - Y < 600 MM	VITI FISSAGGIO N° 5

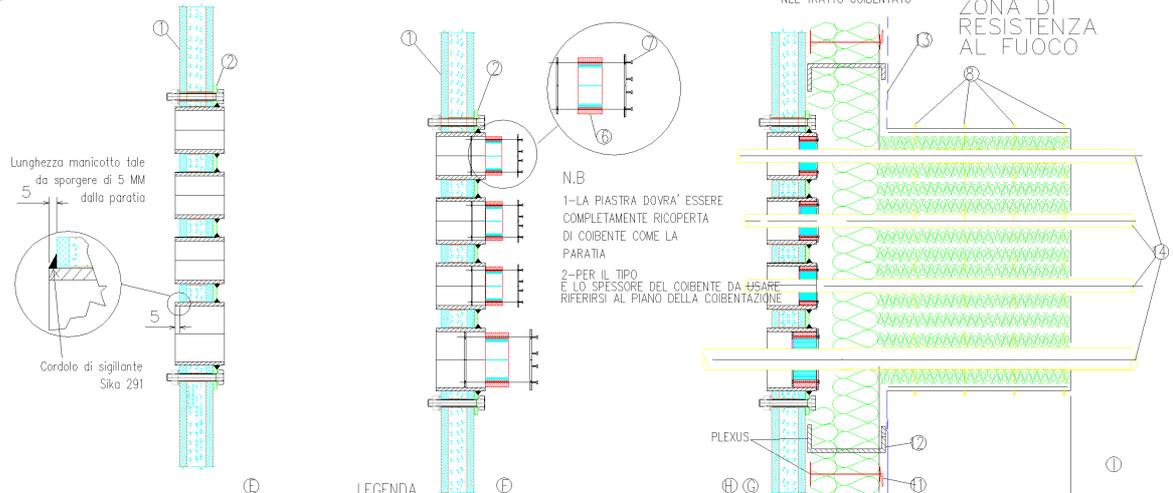
ISTRUZIONE DI INSTALLAZIONE

- A Eseguire sulla paratia i fori di posizionamento passaggio manicotti saldati piastra maggiorando di 1 mm
- B Presentare la piastra con i manicotti saldati ed eseguire la foratura per viti di fissaggio della piastra
- C Regularizzare le superfici di appoggio mediante molatura
- D Prima dell'inserimento definitivo della piastra stendere il sigillante SIKA 291 sia -nei fori -sulla superficie della piastra e tra i manicotti saldati

Commissa/Construction	Disegno/Drawing Nr	Foglio/Sheet File name	Data/Date
BBSTD	BBSTD-40000	8/9 BBSTD_40000_00	03/07/2013

EXAMPLE OF STANDARDIZED BULKHEAD TRANSITION TUBES-ROXTEC

F4 PASSAGGIO A PARATIA / PONTE – TENUTA STAGNA – RESISTENZA AL FUOCO
PARTE 2 DI 2



LEGENDA

- ① MODULO SEDE DI TUBO
- ② VITI SERRAGGIO MODULO
- ③ FISSARE CON FILO DI ACCIAIO
- ④ COIBENTAZIONE CON FINITURA PROTEZIONE IN ALLUMINIO
- ⑤ ARPIONE
- ⑥ PROFILATO "U" FISSAGGIO MICROFORATO
- ⑦ MICROFORATO
- ⑧ TUBAZIONI

ISTRUZIONE DI INSTALLAZIONE

- ① Fissare la piastra con i manicotti con viti in acciaio classe A2 complete di rondella e dado
- ② Lubrificare i manicotti e i moduli con Roxtec Lubrificant Adattare i moduli piano di protezione al fuoco alla dimensione di tubi staccando gli strati colorati
- ③ Inserire i moduli circolari Roxtec all'interno dei manicotti riferendosi alle istruzioni di installazione Roxtec e al disegno M/N30400003 Passaggi a paratia Roxtec
- ④ Inserire le tubazioni e serrare le viti 7
- ⑤ Completare coibentando le tubazioni

Compass/Contractions Disegno/Boeing Nr	Foglio/Sheet File Name	Data/Date
BBSTD	BBSTD-40000	9/9 BBSTD_40000_00 03/07/2013

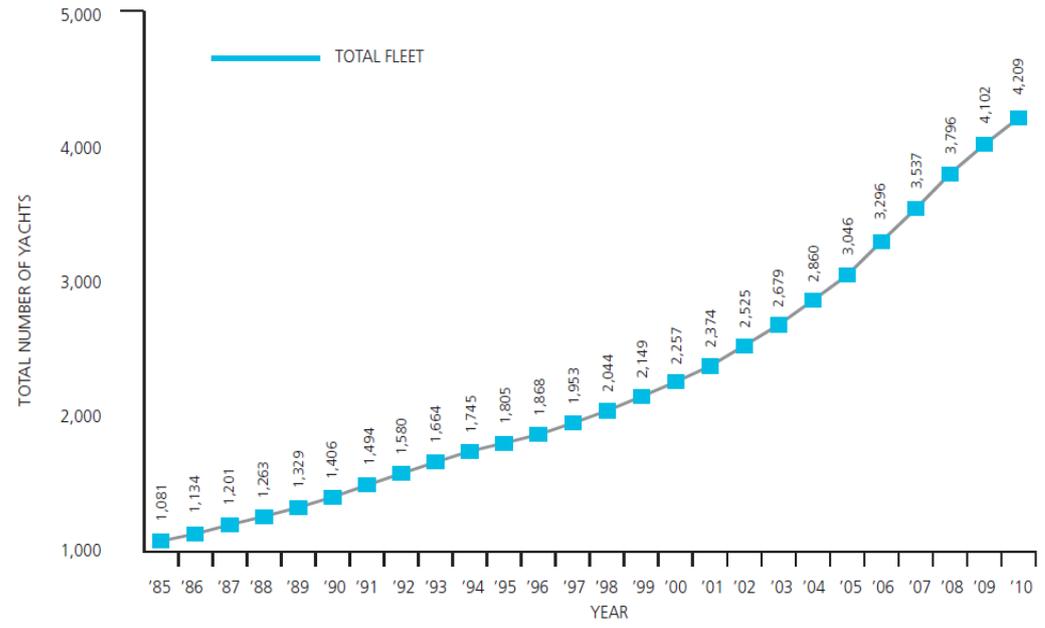
THE SUPERYACHT MARKET ANALYSIS – to explain who does what, where and how.

FESTIVAL DE LA PLAISANCE
CANNES

53° SALONE NAUTICO INTERNAZIONALE
GENOVA, 2/6 OTTOBRE 2013

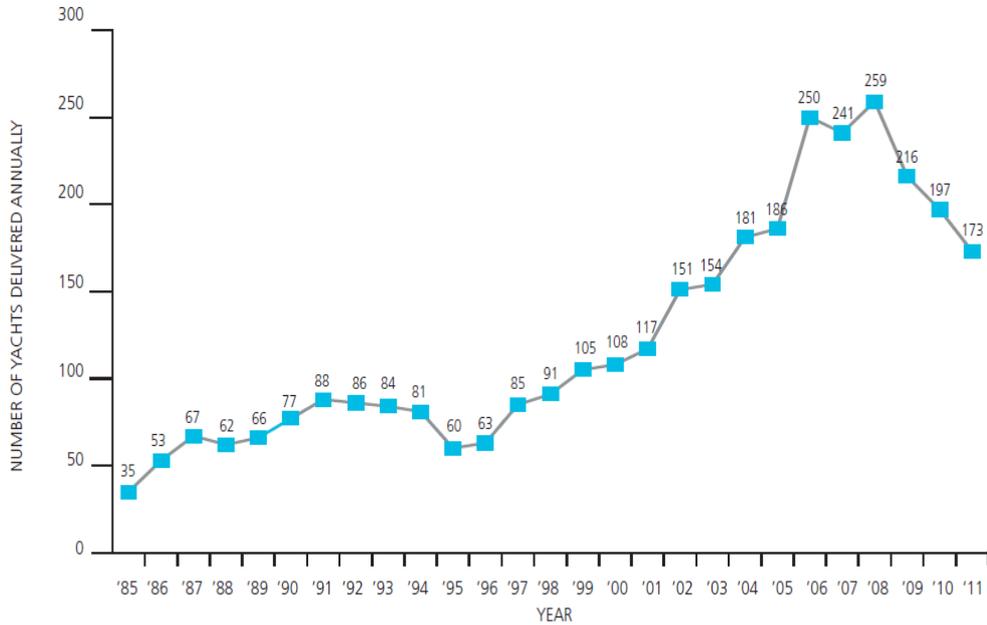
25-28 OTTOBRE 2013
MONACO YACHT SHOW

THE PROGRESSIVE GROWTH OF THE SUPERYACHT FLEET FROM 1985-2010 YEAR.



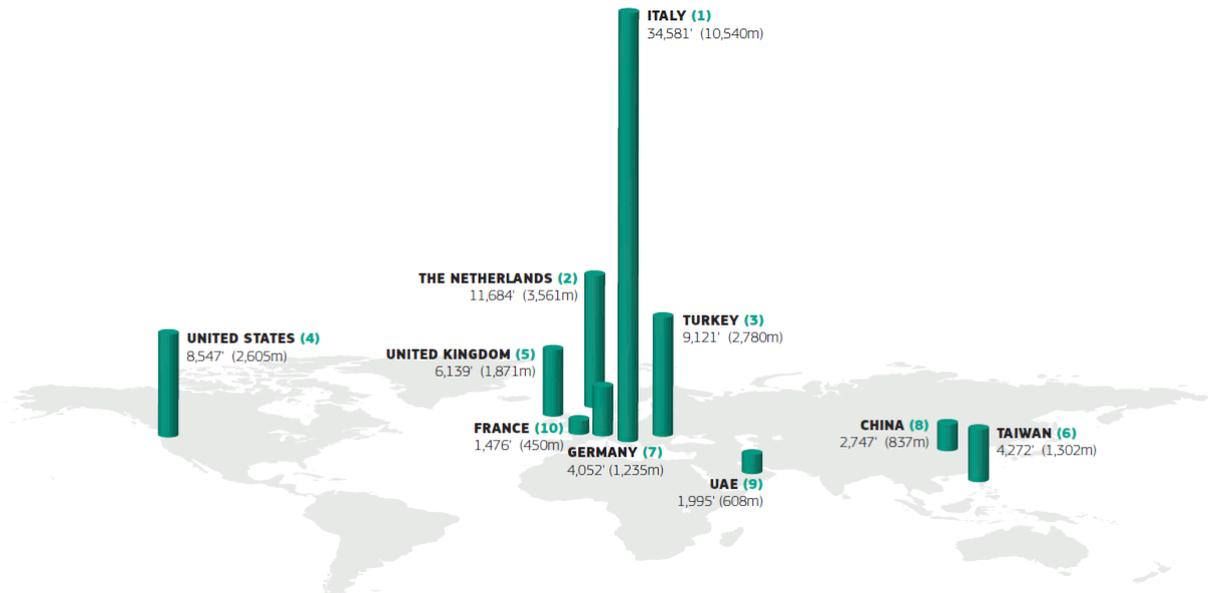
THE SUPERYACHT MARKET ANALYSIS – to explain who does what, where and how.

THE NUMBER OF YACHTS DELIVERED ANNUALLY FROM 1985-2010 YEAR



THE SUPERYACHT MARKET ANALYSIS – YACHT BUILDING ACTIVITY

YACHT BUILDING ACTIVITY



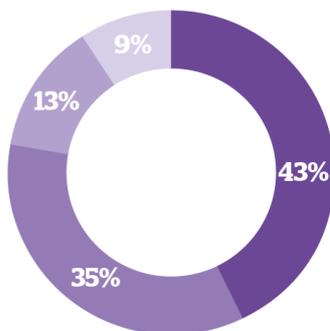
THE SUPERYACHT MARKET ANALYSIS – YACHT BUILDING ACTIVITY

YACHT BUILDING ACTIVITY IN TERMS OF DISTRIBUTION BY COUNTRY

2013 GOB RANK	COUNTRY	TOTAL (M)	TOTAL (FT)	PROJECTS	2012 AVG. (FT)	2011 AVG. (FT)	2012 GOB RANK
1	Italy	10,540	34,581	272	127	120	1
2	The Netherlands	3,561	11,684	66	180	165	2
3	Turkey	2,780	9,121	63	143	141	3
4	USA	2,605	8,547	66	131	130	4
5	UK	1,871	6,139	61	99	100	5
6	Taiwan	1,302	4,272	43	99	103	7
7	Germany	1,235	4,052	13	312	279	6
8	China	837	2,747	22	125	129	8
9	UAE	608	1,995	11	222	Not Ranked	Not Ranked
10	France	450	1,476	11	123	128	9

THE SUPERYACHT MARKET ANALYSIS – DISTRIBUTION BY TYPE, SIZE AND AGE

YACHT BUILDING ACTIVITY IN TERMS OF DISTRIBUTION BY SIZE



■ 50m+ ■ 40-50m
■ 30-40m ■ 24-30m

Yacht building activity in terms of distribution by size:

	24-30m	30-40m	40-50m	50m+	All
Motor yachts	2,127	1,867	654	490	5,138
Sailing yachts	590	362	129	71	1,152
Total	2,717	2,229	783	561	6,290

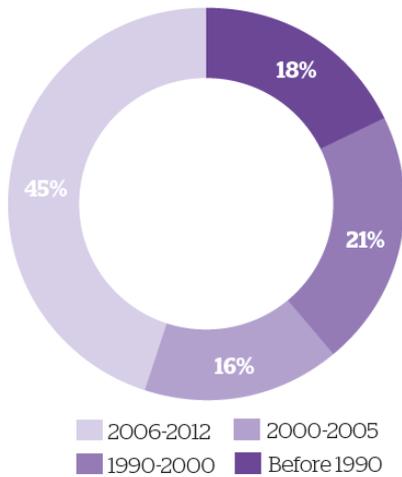
The table of the **Trend of orders** from 2006-2013 year.

In red: the most active area of the yacht orders.

LENGTH (IN FEET)	2013	2012	2011	2010	2009	2008	2007	2006
80-89	119	178	158	187	286	253	207	216
90-99	94	70	78	89	117	114	109	86
100-119	142	151	151	144	190	179	155	146
120-149	151	150	155	150	193	175	152	110
150-199	100	109	132	112	145	125	108	90
200-249	47	43	45	41	40	47	28	28
250+	39	27	30	30	21	23	18	12
Total	692	728	749	753**	992*	916	777	688

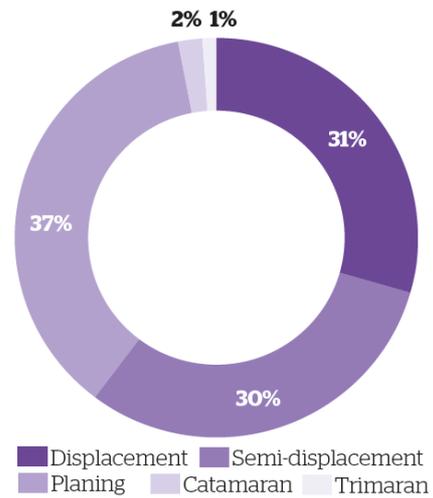
THE SUPERYACHT MARKET ANALYSIS – DISTRIBUTION BY TYPE, SIZE AND AGE

YACHT BUILDING ACTIVITY IN TERMS OF DISTRIBUTION BY TYPE AND AGE

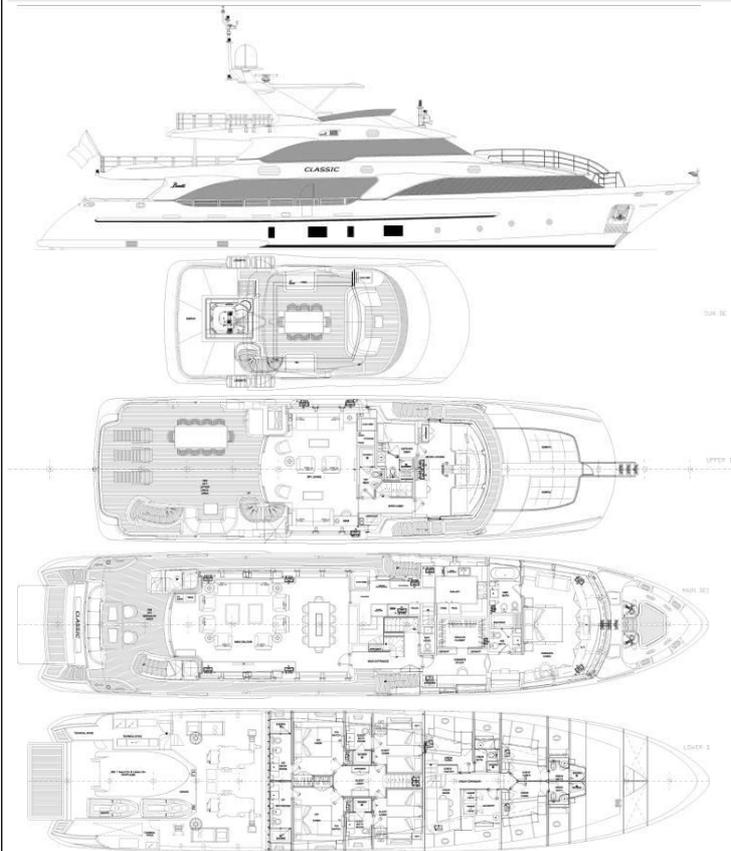


Yacht building activity in terms of distribution by age.

Yacht building activity in terms of type of a yacht.

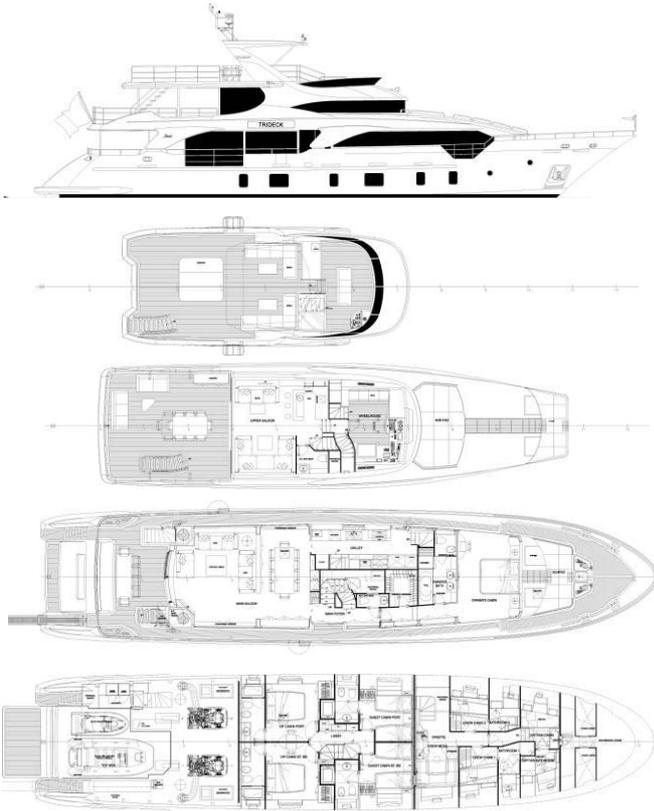


THE SUPERYACHT MARKET ANALYSIS – STRATEGIC COMPARISON OF “CLASSIC” 121’



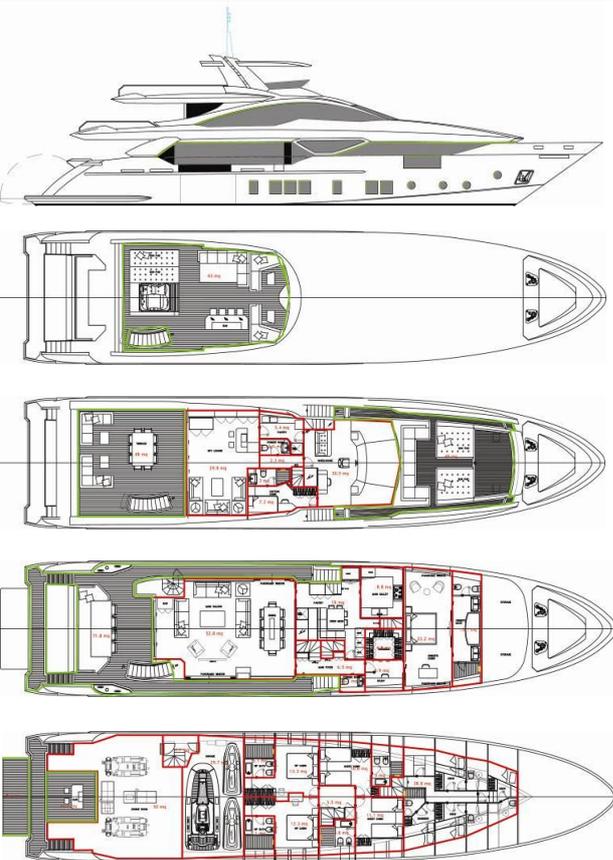
LOA	36.9 m 121'
Beam Max	8.18 m 26'10"
Full load Displacement	259 tons
Draft	2.26 m 6'7"
GT	299 GT
Fuel Capacity	42.500 l 11.227 GAL
Fresh Water Capacity	7.700 l 2.034 GAL
Grey Water Capacity	1.700 l 449 GAL
Accommodation	10 persons in 5 cabins
Accommodation Crew	7 persons in 4 cabins
Generators	2x80 kW
Bow Thruster	Hydraulic 60 kW
STD Engines	2xMTU12V 1080 kW @ 2250 rpm
Cruise Speed	14.1 kn
Max. Speed	15.1 kn
Range	3.400 nm @ 11kn

THE SUPERYACHT MARKET ANALYSIS – “IN-HOUSE” COMPETITOR **BENETTI TRADITION 108’**



LOA	32.98 m 108'2"
Beam Max	7.41 m 24'4"
Full load Displacement	170 tons
Draft	2 m 6'7"
GT	217 GT
Fuel Capacity	21.500 l 5.680 GAL
Fresh Water Capacity	3.500 l 925 GAL
Grey Water Capacity	1.500 l 396 GAL
Accommodation	10 persons in 5 cabins
Accommodation Crew	6 persons in 3 cabins
Generators	2x50 kW
Bow Thruster	Electric 37 kW
STD Engines	2xMAN V8 735 kW @ 2300 rpm
Cruise Speed	12.5 kn
Max. Speed	13.5 kn
Range	800. @ 10kn

THE SUPERYACHT MARKET ANALYSIS – “IN-HOUSE” COMPETITOR **BENETTI GRANDE 125’**



LOA	38.1 m 125'
Beam Max	8.45 m 27'9"
Full load Displacement	200 tons
Draft	2.06 m 6'9"
GT	320 GT
Fuel Capacity	25.000 l 6.600 GAL
Fresh Water Capacity	4.000 l 1.055 GAL
Grey Water Capacity	2.000 l 528 GAL
Accommodation	10 persons in 5 cabins
Accommodation Crew	8 persons in 5 cabins
Generators	2x70 kW
Bow Thruster	Hydraulic
STD Engines	2xMTU 12V 1939 kW @ 2450 rpm
Cruise Speed	17.5 kn
Max. Speed	22 kn
Range	1.250 nm @ 12kn

THE SUPERYACHT MARKET ANALYSIS – “CLASSIC” 121’ vs “IN-HOUSE” COMPETITORS

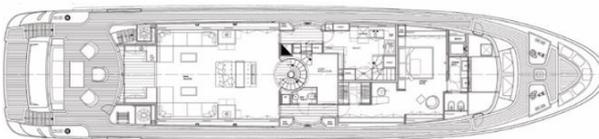
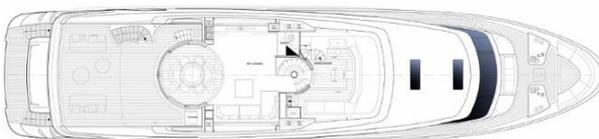
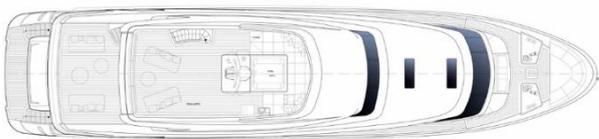
STANDARD SURFACES COMPARISON:

WORSE than
“Classic”

BETTER than
“Classic”

	TRADITION SUPREME 108'	CLASSIC 121'	GRANDE 125'
LOA	32.98 m	36.9 m	38.1 m
Beam Max	7.25 m	8.18 m	8.45 m
Sun Deck	65 m ²	68 m ²	63 m ²
AFT Upper Deck	39 m ²	55 m ²	48 m ²
FWD Upper Deck	11 m ²	29 m ²	49 m ²
Sky Lounge	26 m ²	35 m ²	30 m ²
Captain's Cabin + head	/	7 m ²	10 m ²
Wheelhouse	21 m ²	18 m ²	31 m ²
Main Deck Ext. Area	70 m ²	62 m ²	72 m ²
Main saloon	41 m ²	58 m ²	53 m ²
Main foyer	6 m ²	8 m ²	7 m ²
Galley / Pantry	14 m ²	23 m ²	28 m ²
Owners area	32 m ²	57 m ²	46 m ²
VIP Cabin Port side	16 m ²	16 m ²	19 m ²
VIP Cabin Stbd side	16 m ²	16 m ²	19 m ²
Twin Cabin Port side	14 m ²	14 m ²	16 m ²
Twin Cabin Stbd side	14 m ²	14 m ²	16 m ²
Crew quarter	37 m ²	45 m ²	39 m ²
Engine room + Technical area	39 m ²	54 m ²	54 m ²
Garage	19 m ²	27 m ²	30 m ²
Swim platform	10 m ²	10 m ²	9 m ²
Beach Area	N/A	N/A	10 m ²
Crew number	6	7	8
Crew Cabins	3	4	5

THE SUPERYACHT MARKET ANALYSIS – EXTERNAL COMPETITOR SAN LORENZO SD110



LOA	33.65 m 110'5"
Beam Max	7.66 m 25'2"
Full load Displacement	170 tons
Draft	2 m 6'7"
GT	/
Fuel Capacity	23.700 l 6.261 GAL
Fresh Water Capacity	4.000 l 1.055 GAL
Grey Water Capacity	2.000 l 528 GAL
Accommodation	10 persons in 5 cabins
Accommodation Crew	5 persons in 3 cabins
Generators	2x50 kW
Bow Thruster	TBD
STD Engines	2xMTU 12V 1080 kW @ 2250 rpm
Cruise Speed	11 kn
Max. Speed	17 kn
Range	3.260 nm @ 10kn

THE SUPERYACHT MARKET ANALYSIS – EXTERNAL COMPETITOR NAVETTA 33 CRESCENDO

(Ferretti Custom Line)



LOA	32.62 m 117'
Beam Max	7 m 22'12"
Full load Displacement	147 tons
Draft	2.37 m 7'9"
GT	/
Fuel Capacity	17.000 l 4.491 GAL
Fresh Water Capacity	3.100 l 819 GAL
Grey Water Capacity	800 l 211 GAL
Accommodation	10 persons in 5 cabins
Accommodation Crew	5 persons in 3 cabins
Generators	2x33 kW
Bow Thruster	Hydraulic 37 kW
STD Engines	2xMAN 12V 1029 kW @ 2100 rpm
Cruise Speed	15 kn
Max. Speed	17 kn
Range	300. nm @ 10kn

THE SUPERYACHT MARKET ANALYSIS – EXTERNAL COMPETITOR VULCAN 35M-TRI DECK

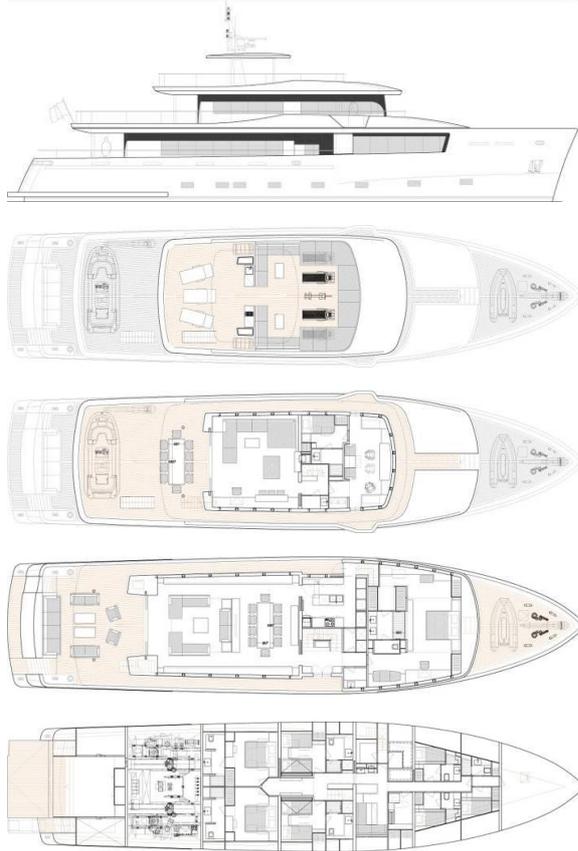
(Vicem Yachts)



LOA	36.2 m 118'9"
Beam Max	8.06 m 26'5"
Full load Displacement	135 tons
Draft	2.3 m 7'8"
GT	/
Fuel Capacity	28.000 l 7.565 GAL
Fresh Water Capacity	5.400 l 1.460 GAL
Grey Water Capacity	No available data
Accommodation	10 persons in 5 cabins
Accommodation Crew	5 persons in 3 cabins
Generators	2x33 kW
Bow Thruster	Hydraulic 37 kW
STD Engines	2xMTU 16V 1790 kW @ 2450 rpm
Cruise Speed	21 kn
Max. Speed	23 kn
Range	965. nm @ 10kn

THE SUPERYACHT MARKET ANALYSIS – EXTERNAL COMPETITOR NAUTA AIR 115

(Cantiere delle Marche)



LOA	35.4 m 116'2"
Beam Max	8.4 m 27'7"
Full load Displacement	350 tons
Draft	2.6 m 8'6"
GT	/
Fuel Capacity	70.000 l 18.492 GAL
Fresh Water Capacity	11.000 l 2.905 GAL
Grey Water Capacity	3.700 l 977 GAL
Accommodation	10 persons in 5 cabins
Accommodation Crew	7 persons in 4 cabins
Generators	2x33 kW
Bow Thruster	/
STD Engines	2xCAT 16V 448 kW @ 1800 rpm
Cruise Speed	11 kn
Max. Speed	13 kn
Range	4900 nm @ 10kn

THE SUPERYACHT MARKET ANALYSIS – “CLASSIC” 121’ vs “EXTERNAL” COMPETITORS

WORSE than “Classic”

BETTER than “Classic”

	SAN LORENZO SD110	NAVETTA 33 CRESCENDO	VULCAN 35M 3 DECK	NAUTA AIR 115
LOA	33.65 m	32.62 m	36.2 m	35.40 m
Beam Max	7.66 m	7 m	8.06 m	8.40 m
Sun Deck	42 m ²	36 m ²	63 m ²	77
AFT Upper Deck	/	/	/	/
FWD Upper Deck	/	/	/	/
Sky Lounge	/	/	/	/
Captain’s Cabin + head	/	/	/	/
Wheelhouse	15 m ²	18 m ²	18 m ²	17 m ²
Main Deck Ext. Area	/	/	/	/
Main saloon	50 m ²	40 m ²	51 m ²	54 m ²
Main foyer	/	/	/	/
Galley / Pantry	/	/	/	/
Owners area	31 m ²	32 m ²	34 m ²	35 m ²
VIP Cabin Port	/	/	/	/
VIP Cabin Stbd	/	/	/	/
Twin Cabin Port side	/	/	/	/
Twin Cabin Stbd side	/	/	/	/
Crew quarter	46 m ²	27 m ²	22 m ²	53 m ²
Engine room + Technical area	39 m ²	47 m ²	45 m ²	50 m ²
Garage	22 m ²	14 m ²	13 m ²	18 m ²
Swim platform	/	/	/	/
Beach Area	N/A	N/A	/	/
Crew number	5	5	5	7
Crew Cabins	3	3	3	4

THE SUPERYACHT MARKET ANALYSIS – “CLASSIC” 121’ vs “IN-HOUSE” COMPETITORS

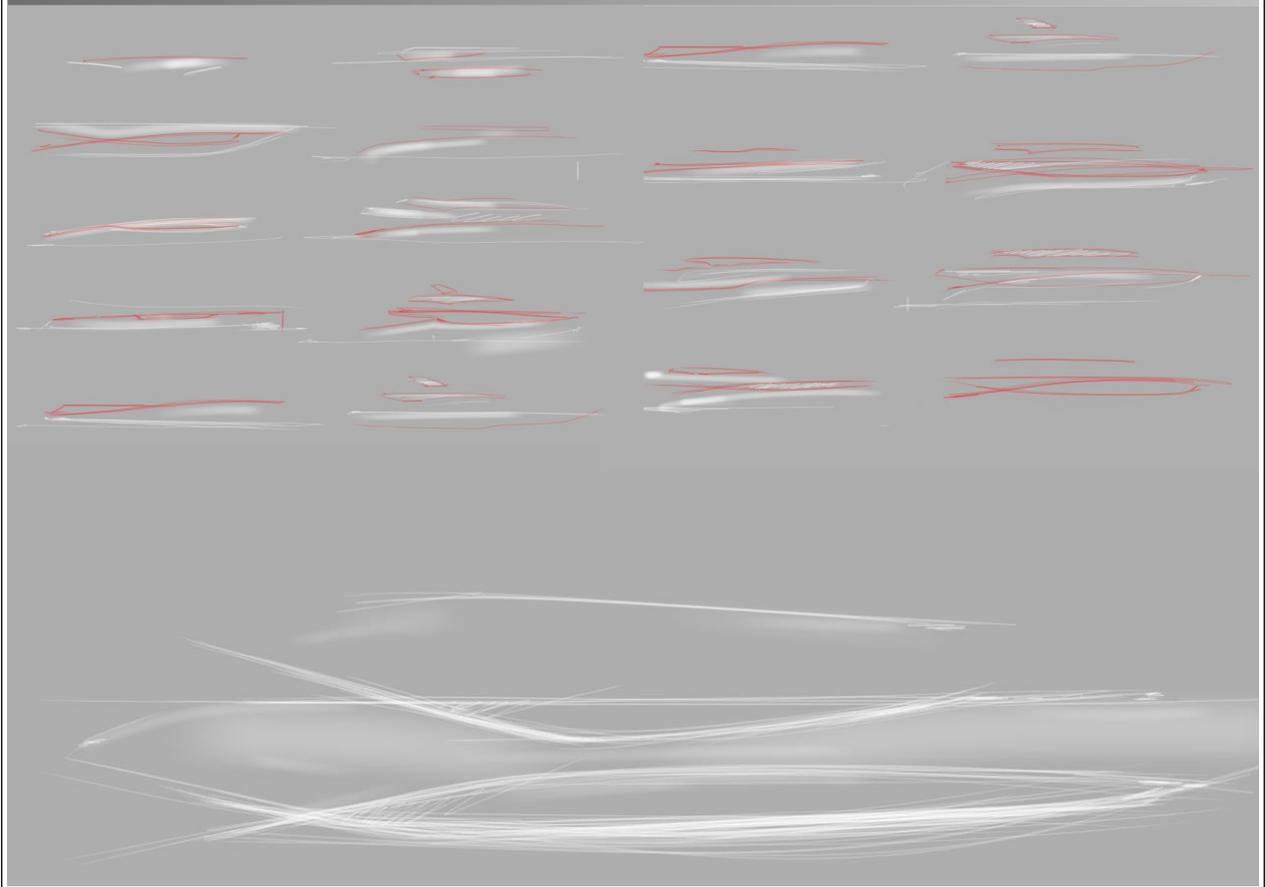
MAIN DATA COMPARISON between all of the competitors:

	TRADITION SUPREME 108'	CLASSIC 121'	GRANDE 125'	SAN LORENZO SD110	NAVETTA 33 CRESCENDO	VULCAN 35m 3 DECK	NAUTA AIR 115
LOA	32.98	36.9	38.10	33.65	32.62	36.2	35.4
Beam Max	7.25	8.18	8.45	7.66	7	8.06	8.40
Full load Displ.	170 t	259 t	200 t	170 t	147 t	135 t	350 t
Draft	2.00 m	2.25	2.06	2.00	2.37	2.33	2.60
STD Engines	2xMAN 8V 1000 hp @ 2300 rpm	2xMTU 12V 1468 hp @ 2.250 rpm	2xMTU 12V 2636 hp @ 2.450 rpm	2xMTU 12V 1468 hp @ 2.250 rpm	2xMTU 12V 1400 hp @ 2.1000 rpm	2xMTU 16V 2434 hp @ 2.450 rpm	2xCAT C18 609 hp @ 1800 rpm
Cruise Speed	12.5 kn	14.1	17.5	11	15	21	11
Max. Speed	13.5 kn	15.1	22	17	17	23	13
Range	1800 nm @ 10 kn	3400 nm @ 11 kn	1250 nm @ 12 kn	3260 nm @ 10 kn	2300 nm @ 10 kn	965 nm @ 10 kn	4900 nm @ 10 kn
Construction material	GRP	GRP	GRP	GRP	GRP	GRP	Steel/Alu

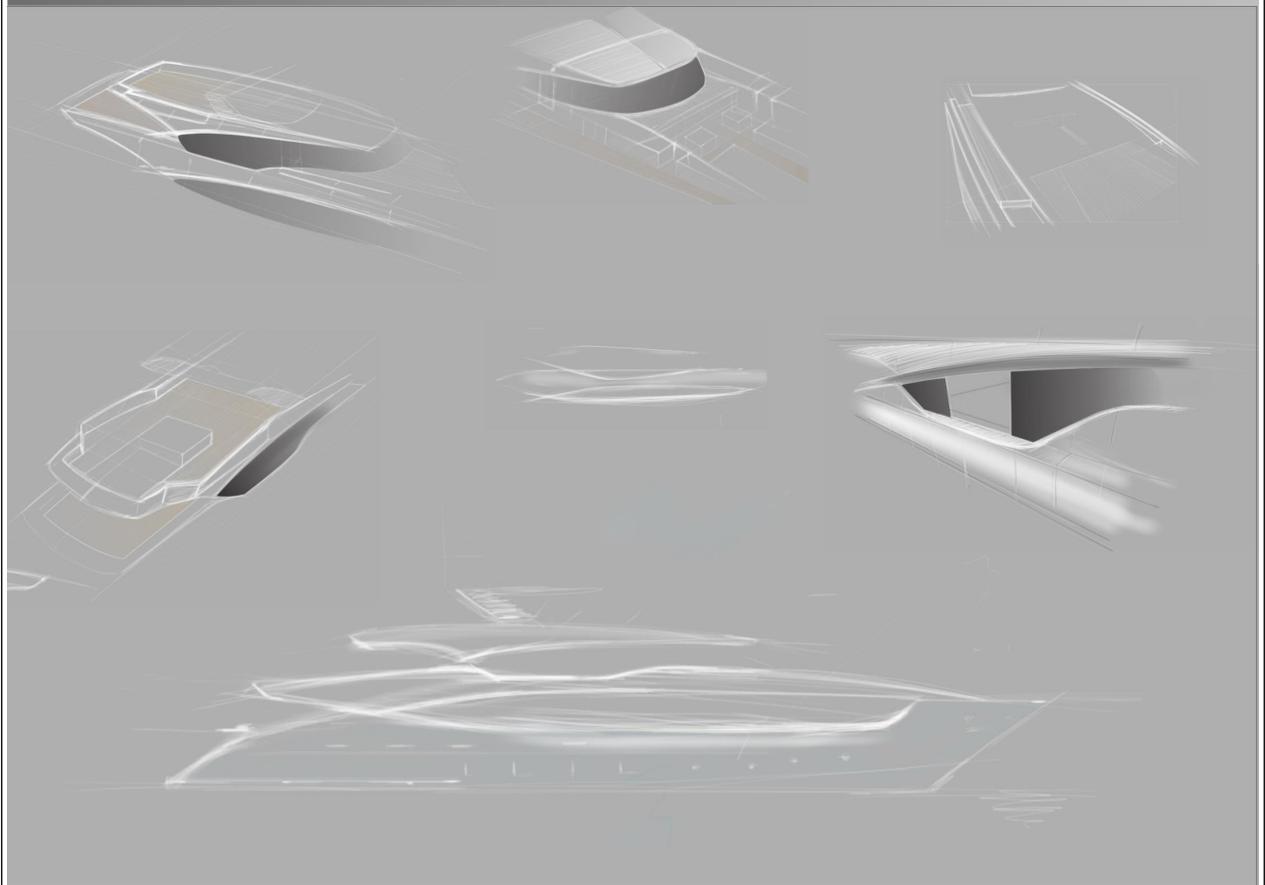
REDESIGN OF A M/Y “CLASSIC” 121’ - the most successful model from Benetti range



REDESIGN OF A M/Y "CLASSIC" 121' - SKETCHES – FORM RESEARCH



REDESIGN OF A M/Y "CLASSIC" 121' - SKETCHES – FORM DEVELOPMENT



REDESIGN OF A M/Y "CLASSIC" 121' - BENETTI DIAMOND 121' – PROFILE LINES



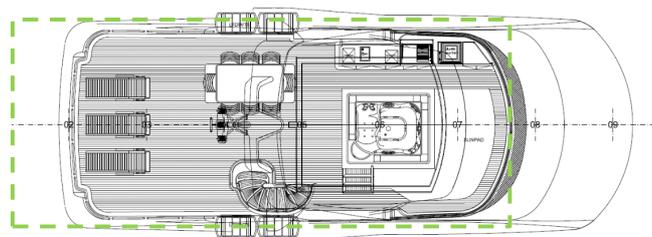
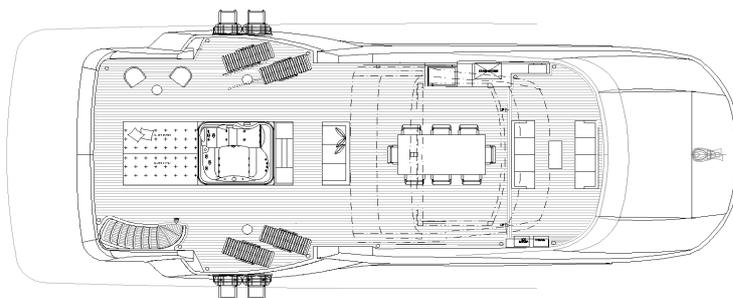
BENETTI DIAMOND 121'



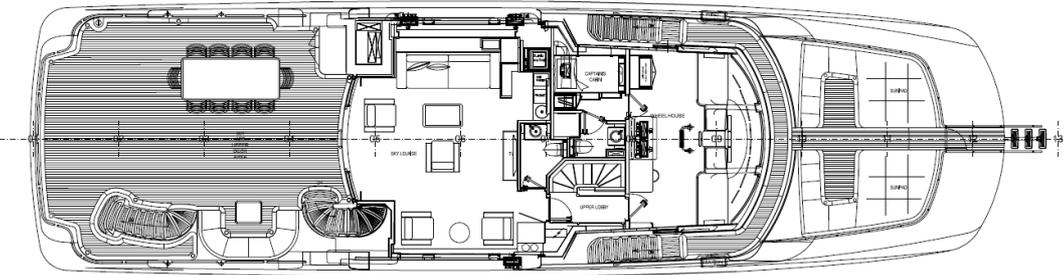
REDESIGN OF A M/Y "CLASSIC" 121' - BENETTI "DIAMOND" 121'



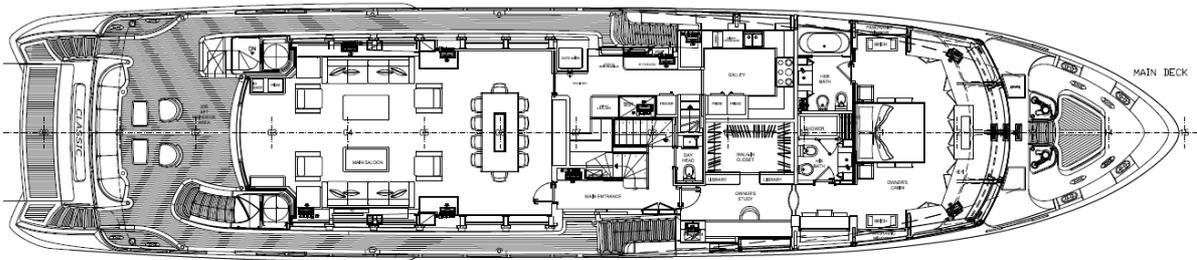
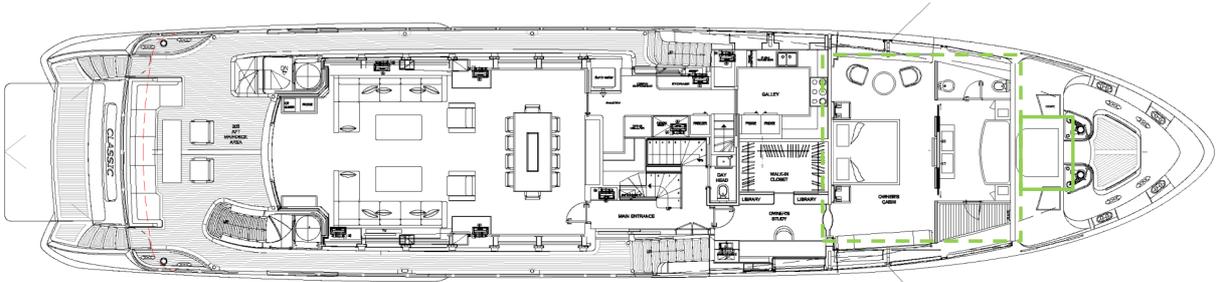
REDESIGN OF A M/Y "CLASSIC" 121' - BENETTI "DIAMOND" 121' FLY DECK



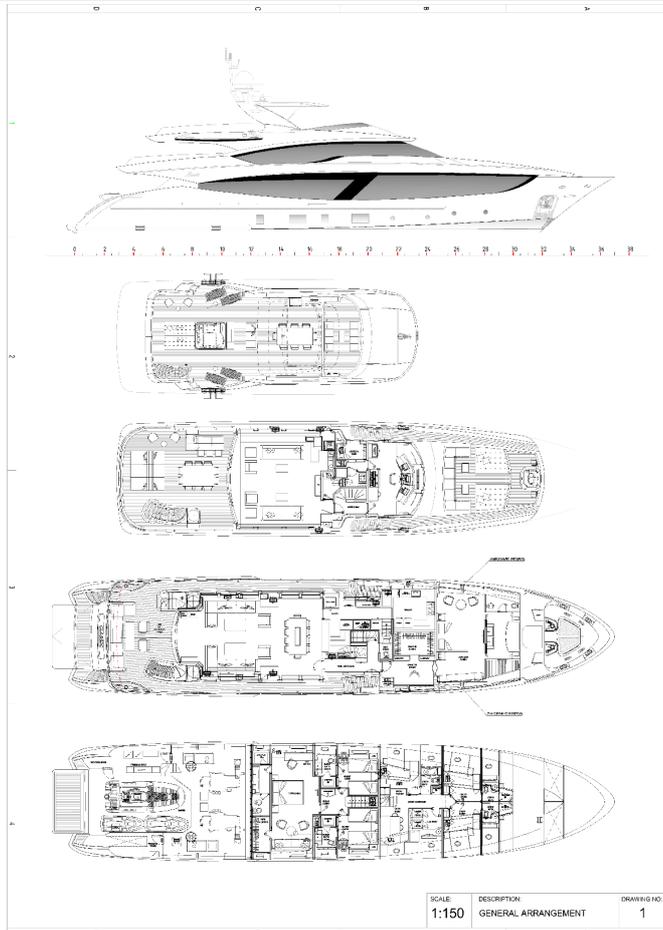
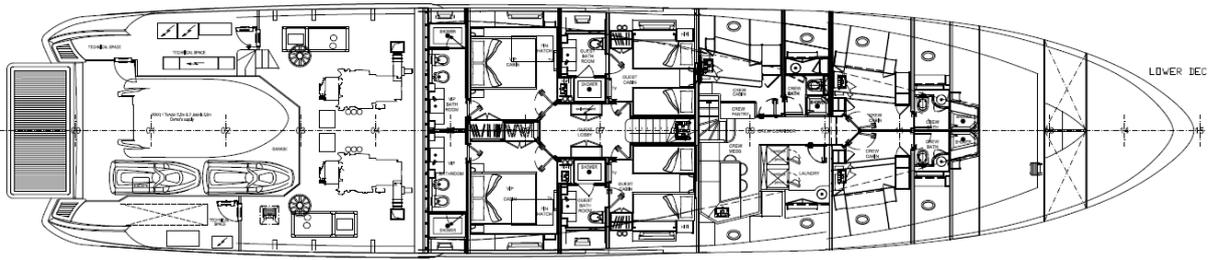
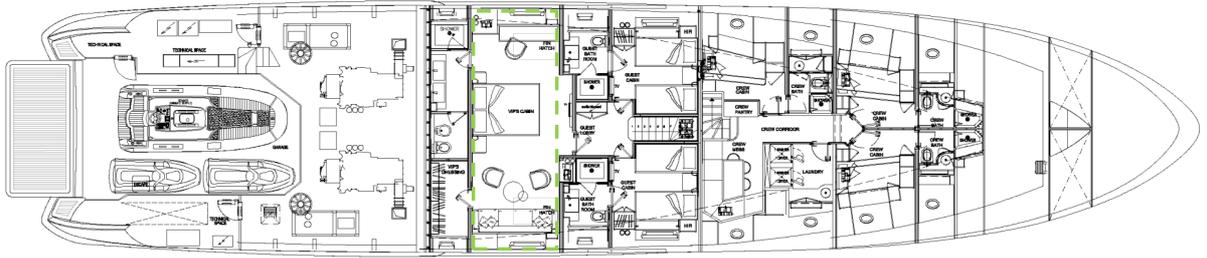
REDESIGN OF A M/Y "CLASSIC" 121' - BENETTI "DIAMOND" 121' UPPER DECK



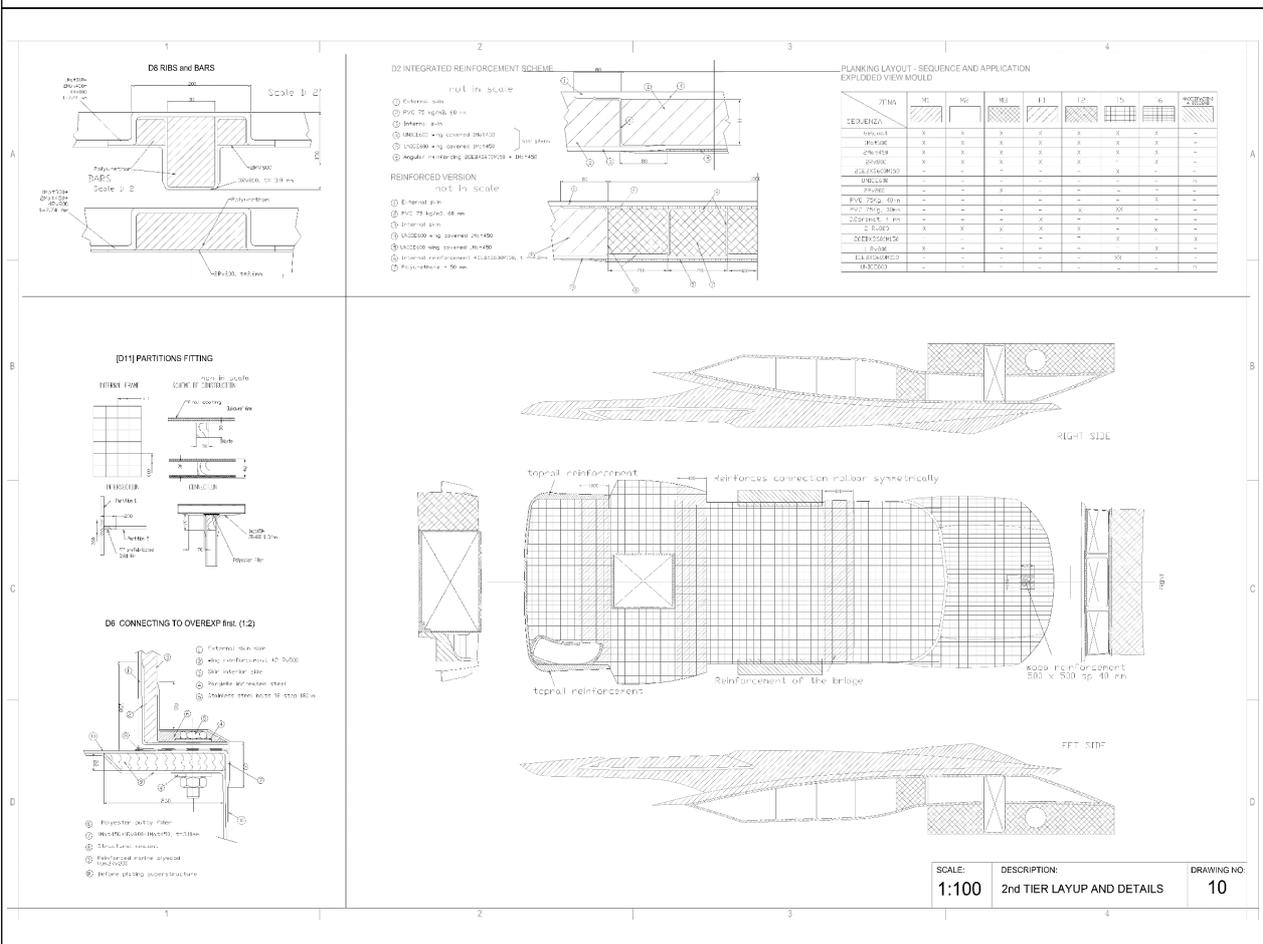
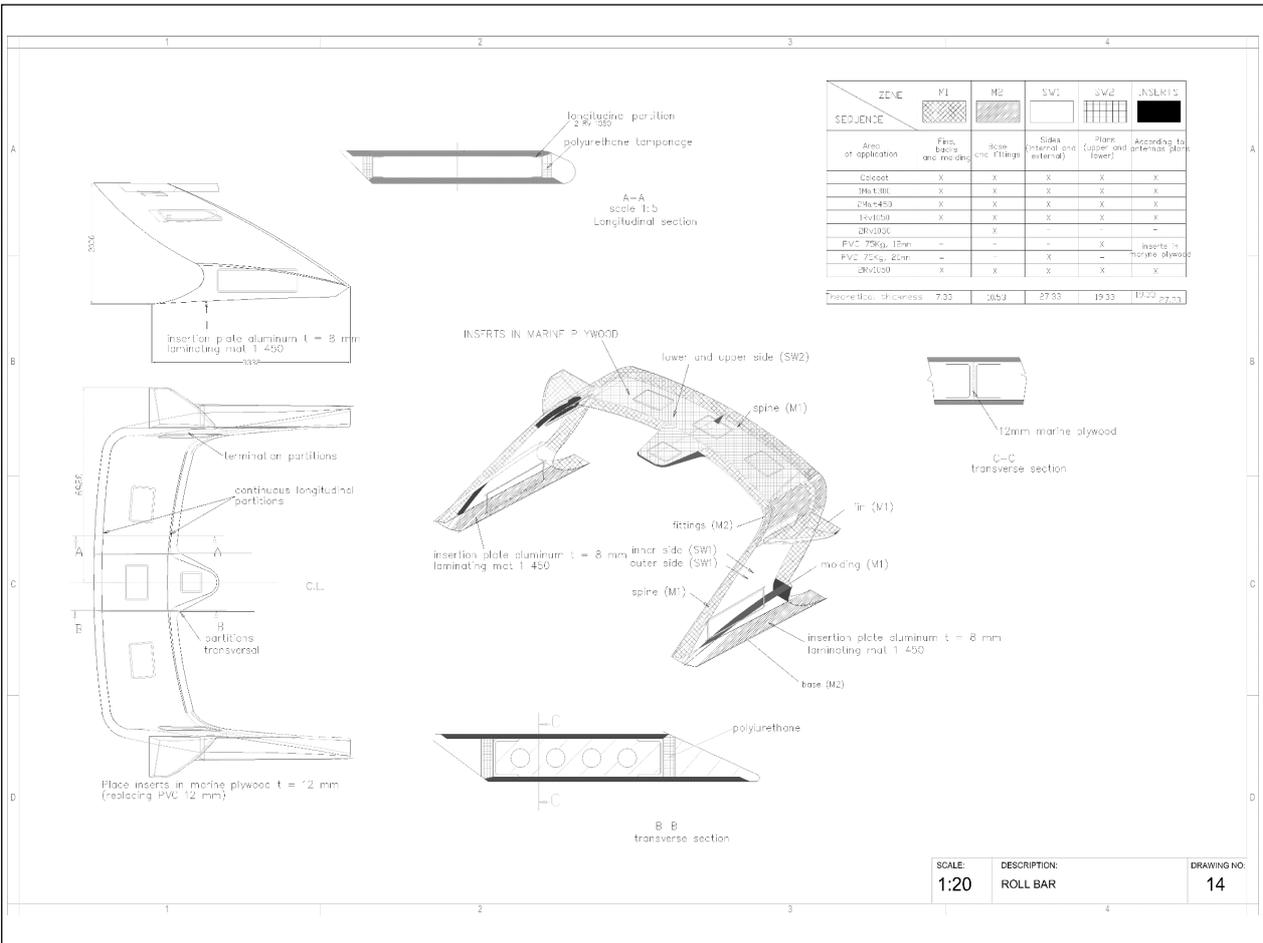
REDESIGN OF A M/Y "CLASSIC" 121' - BENETTI "DIAMOND" 121' MAIN DECK

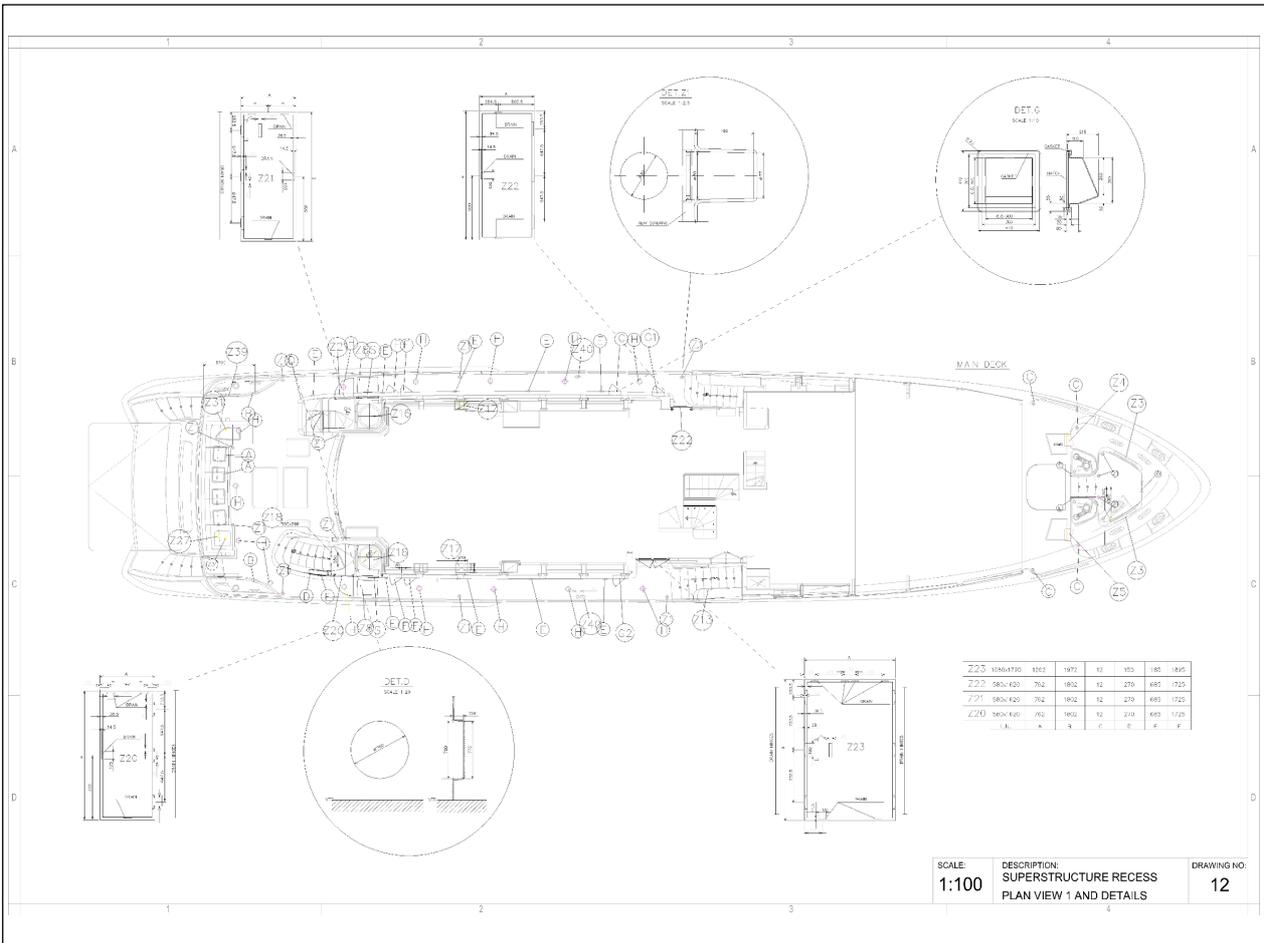


REDESIGN OF A M/Y "CLASSIC" 121' - BENETTI "DIAMOND" 121' LOWER DECK



SCALE	DESCRIPTION	DRAWING NO.
1:150	GENERAL ARRANGEMENT	1





THANK YOU.