

On the threshold of its 30<sup>th</sup> anniversary, Ingemar retains its leadership in a growing but ever more selective market in constant transformation. The company's independent design capacity, production flexibility and vigorous commercial abilities have been rewarded with outstanding results. Ingemar is a competent, reliable and professional company and has assumed the role of a sound technical partner for both Italian and foreign investors. Their sister company, Ingemar Trading & Services, has allowed them to develop commercial activities in the yachting world and ensured the necessary financial backing as well as guaranteeing efficient

after-sales services. The construction and supply of turnkey floating pontoons for the new Tourist Harbour at Loano was a significant undertaking and achievement over the past months - more than 2,000 mts of continuous floating pontoons with fingers, which today typify the most modern Italian marinas. At Porto Maurizio, the new Tourist Port at Imperia, 502 berths are now operative and at Lacco Ameno, on the island of Ischia, there is a new marina with Ingemar pontoons. The floating yacht headquarters of IUSM on the river Tiber in Rome, the special landing pontoons for the passenger

ferries in Venice and on Italy's major rivers, are all examples of Ingemar's capacity for building innovative and complex structures on waterfronts. Floating breakwaters have found new applications at Ortona, Taranto, Palau, Chioggia, Gallipoli as well as on Como and Maggiore Lake. Exhibition pontoons for both the Genoa and Venice boat shows, recent co-operation with the boat show at Rijeka as well as numerous projects and constructions in the Mediterranean and the Persian Gulf, have all contributed to the consolidation of Ingemar's position among the international leaders in this sector.





## GRADO (GO)

### A new landing at Marina di Levante

Ingemar is well known in Grado: their first commission was in 1987 at Porto San Vito. Following installations at the San Marco docks, for the Valle Goppion association and the Tenuta Primero Port, this year equipment for the Marina di Levante has been added. The strong Bora winds combined with anchorage to fixed pilings in deep waters have influenced the design and characteristics of the pontoons: they are of medium displacement and discontinuous floating type, and the fingers have lightweight floating units in rotomolded polyethylene.



## VENEZIA

### Floating structures for yachts, public transport and service craft

Venice and its Lagoon present extremely unique marine and environmental conditions, an ideal location for floating structures as an alternative to traditional fixed ones.

The understandable initial diffidence towards these solutions has been overcome by numerous installations, all bearing the Ingemar trademark. The docks at Marina di Portograndi and the floating port of Marina Fiorita at Treporti are the most important examples of passenger ports in the lagoon. Vento di Venezia on the island of Certosa, a few minutes by vaporetto from Piazza San Marco, is a yacht centre in constant growth and expansion. Ship-builders specialising in wooden boats, a depot, sailing school, guest and meeting rooms, all line the landing quays which have 120 berths. Ingemar has had the pleasure of participating in this brave initiative from its inception, building the pontoons and mooring fingers, a floating walkway for the dock and the floating crossing between the shore and the vaporetto landing stage. This year a new fixed pier of 275 mts will wind along the canal edge: the structural and finishing characteristics are the same as those of the pontoons, ensuring their integration with existing floating port structures.

Numerous projects in this highly specialist sector have positively contributed to Ingemar's experience and know-how. The new moorings with fingers for specialist operators in the Arsenale basin, the landing pontoons for passenger ferries at the Lido and on the "Riva degli Schiavoni" close to San Marco, a series of floating fingers for the A.C.T.V. vaporetto depot and the wooden structure and finishing for the renovation of the "ex Adriatica" dock, are all examples of Ingemar's ability in marine construction and capacity for diversification - even outside the marine sector.





## Tourist port at Loano: 1,100 new moorings on floating pontoons and fingers

Marina di Loano SpA is part of the Fondiaria-SAI Group and administers the berths at the existing tourist port of Loano; it manages the current construction project for the port's enlargement which will cover a surface area of approximately 360,000 sq mts with moorings for 1,080 boats between 7 and 40 mts in length.

The project includes the construction of buildings for commercial use with bars, restaurants, shops and services, a naval shipyard, the Harbour-Offices, a privat beach, an exclusive Yacht Club and covered/uncovered parking for 1,085 cars. Inauguration will take place in early 2010, but more than 700 moorings on floating pontoons, along the main jetty and the jetty for large ships, are already in use.

Following an important international competition, Ingemar was awarded the work to build mooring structures in the new boat harbour: 780 moorings on floating pontoons with fingers and 300 moorings along the quay.

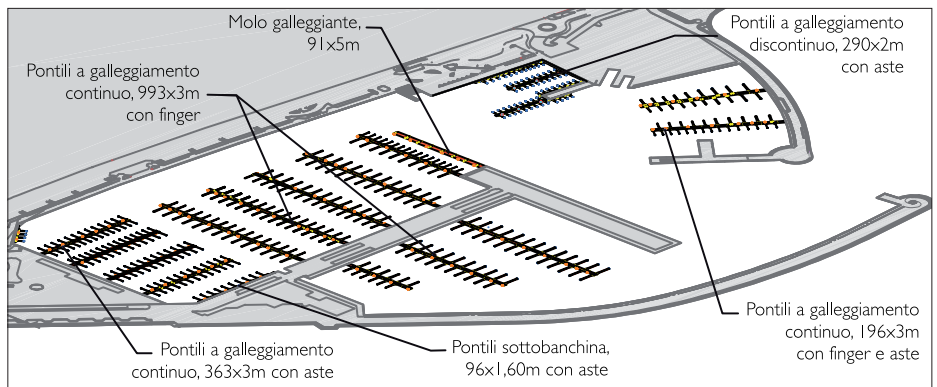
This is a prestigious, complex and diversified commission: Ingemar's experience in large turnkey operations, their design flexibility and extensive product range, including that for mega-yachts, was certainly a winning point. Work is already under way, developing in programmed lots, with completion expected by the end of 2008.

This is a turnkey operation of 1,850 mts of floating pontoons for boats of 7 to 25 mts length.

The berths on the floating pontoons are equipped with fingers longer than the usual standard providing greater comfort and efficiency.

These are continuous floating pontoons, 3 mts wide, like those installed at the most recent Italian boat harbours of Marina di Castellammare di Stabia (Naples), Genoa Airport Marina and Marina Fiorita in the Venetian Lagoon. Yachts longer than 18 mts with special requirements will be moored on a floating pier 5 mts in width having the same structural and finishing characteristics of the pontoons.

The floating piers for smaller craft are of the discontinuous type, 2 mts wide and supplied with mini-fingers with rotomolded polyethylene floaters. Ingemar's contract includes the design and instalment of the pontoon anchorage systems using fixed pilings to the sea bed and all the med-mooring equipment along the quays for yachts up to 40 mts.





### Boat shows and exhibitions: 2008 - a year of maximum visibility and involvement

The year 2008 saw a further increase of Ingemar structures at the Boat Shows of Genoa and Venice, new collaboration with the Rijeka Boat Show in Croatia, Ingemar pontoons for the marine exhibits at Catania and Budva in Montenegro, as well as the Livorno Naval Academy Trophy and for the Historic Sailing Regatta at Imperia. It was also a year of maximum visibility for companies at all the prestigious international shows where Ingemar strengthened its leadership in the sector as supplier and technical sponsor for the events.

This year the Genoa Boat Show has further increased its exhibition area over water and acquired a new dock to the west of the show area, where sailing yachts will be exhibited. This new area will be accessed by two new pedestrian floating walkways, one of which can be opened to allow for the operational activities of the shipyard overlooking the dock. These projects by Ingemar also include a new walkway in the old dock of Marina 1 and new floating stands: the exhibition area on floating Ingemar structures for the 48<sup>th</sup> Show will total 9,400 sq mts. The 7<sup>th</sup> Venice Boat Show has also seen increased commitment from Ingemar with an extension of the floating walkway which winds through the dock of the Maritime Station and the new exhibition stands over water. The Festival del Mare has seen an increase in exhibitors and exhibiting yachts: 220 moored boats and more than 600 exhibitors.

Ingemar pontoons for the 24<sup>th</sup> Rijeka Boat Show are also a significant factor due to the company's interest in the Croatia market where Ingemar is in a leadership position.

At the Budva Show Ingemar's pontoons have contributed to an expansion of the exhibition area: development in Montenegro's tourist sector is strong and the country represents an excellent opportunity for investment especially in the marine sector.

The use of Ingemar pontoons at the Catania Boat Show is a significant demonstration of the company's well-rooted reputation in the Sicilian ports' sector; currently in a position of strong growth.

This year Ingemar has also guaranteed its traditional presence supporting the famous regatta TAN at Livorno and the Historic Sailing Regatta trophy at Imperia. An unusual application of Ingemar structures, as far as exhibitions are concerned, were those done for the 11<sup>th</sup> Mostra Internazionale di Architettura La Biennale di Venezia for the Lagoon Park Shelter - an event organised by the Istituzione Parco della Laguna: a series of floating landings, informations posts and observation points were constructed along the route in the lagoon to the north of the city.

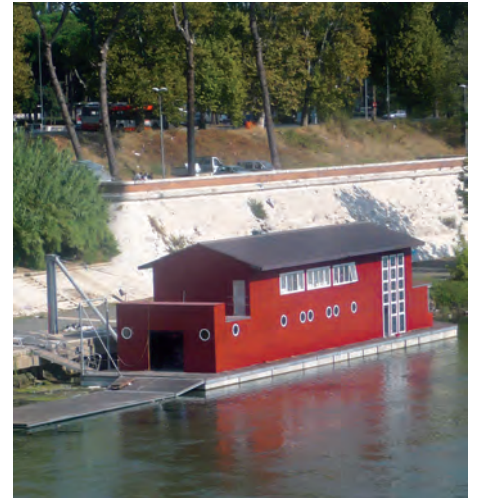




## ROMA

### The river Tiber: the new floating headquarters for I.U.S.M.

This was a prestigious and gratifying job for Ingemar: a turnkey operation in conjunction with Technorestauri with whom the company has already worked for other commissions on the Tiber. The 390 sq mt structure, built out over the water, has a gym and boat storage on the ground floor and on the upper floor offices, services and a solarium. Downstream the building is connected to a second floating platform for the launching of boats.



## ISCHIA

### Ingemar in action at Lacco Ameno, Casamicciola and S. Angelo

A number of previous works have established Ingemar as supplier to the most prestigious landing on the island. At Lacco Ameno a new tourist harbour has been created - even larger than the one built in 2004 which was a decisive turning point for the small town in terms of harbours.

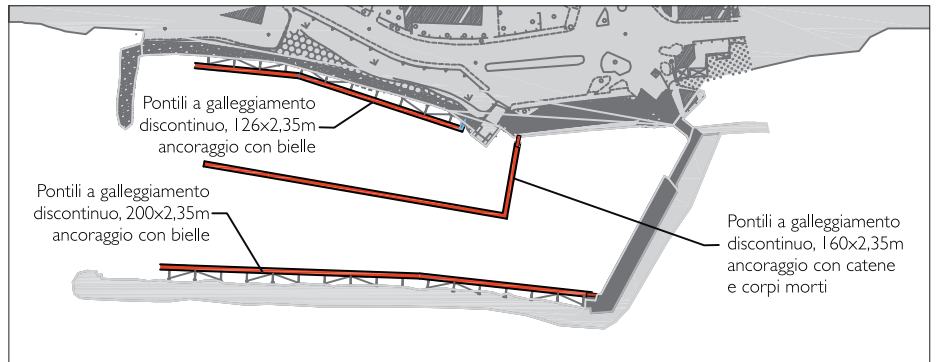
To the 120 Ingemar moorings on pontoons in the "Fungo" marina a further 200 berths within the new harbour have now been added.

The work was completed in a very short space of time: in just a few months the new reef of 250 mts, parallel with the coastline, has enclosed the new basin where 486 mts of floating pontoons on three fingers have been installed. This was an ad hoc installation, constructed in three parts: two segments, connected to the rocks by rods and cables, follow the shape of the coast and of the reef and one floating pier, moored by chains and sinkers, is installed in the middle of the basin. It illustrates how a tourist harbour can be built in a very short time frame, with little environmental impact, providing protection and natural looking structures with minimum volume.

The final satisfaction came following completion in July when all the moorings were fully booked.

At Casamicciola, the Marina degli Aragonesi was finally able to dredge the port basin, following confirmation of the necessary authorisation, and increase their capacity with new floating pontoons bringing their receptive capacity to 165 berths.

S. Angelo scarl, the new licensee for S. Angelo, have completed radical improvements in the port to increase their receptive capacity. Ingemar and South Seas & Tuttomare were commissioned to supply and install 5 new floating pontoons equipped with all utilities.





## TARANTO

### Floating breakwaters in the Mar Grande

The use of floating breakwaters has been a determining factor in the expansion of the receptive capacity at the Cantiere Greco of Taranto.

The structures at the historic shipyard close to Cape San Vito are exposed to short steep wave motion which forms inside the basin of the Mar Grande when Mistral wind blow. These are ideal conditions for floating breakwaters which, at Taranto, have proved to be solid and efficient in protecting the floating port constructed in 2004 along the seashore of the historic town centre facing the Mar Piccolo. The structures comprise approximately 270 mts of breakwaters, anchored by chains and sinkers, which encircle the existing protective breakwater enclosing the new basin of approximately 11,300 sq mts. The berths of between 8 and 15 mts length are arranged on the inner side of the breakwater and along the external perimeter of the old jetty. This was a project with little environmental impact, constructed in two separate lots so as not to interfere with the shipyard's operations.



## ALL'ESTERO

### New installations overseas but also important contacts and projects for new markets

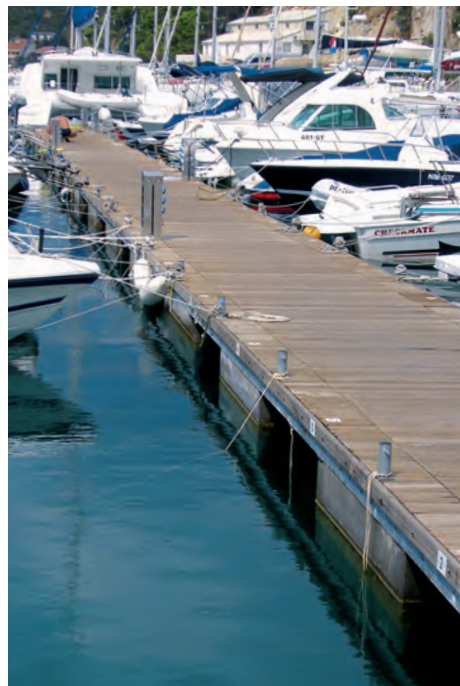
Ingemar's presence in Greece is well consolidated: the partnership with ITI has resulted in a competent and well organised group capable of providing a complete service from design to execution, technical assistance at startup and efficient after-sales services.

Following references from the great tourist ports of Gouvià, Lefkada, Marina Zeas and Mytilene, new structures have been installed at Kalami on Corfu, Kardamila on Chios, at Heraklion on Crete, at Methoni in the province of Pietra and the enlargement and installation of special pontoons for seaplanes at Guovià marina.

In Croatia Ingemar has worked with Marmontis d.o.o. who over the years have guaranteed the necessary operational and commercial support, acquiring for the group a prime position through prestigious projects such as the Marina di Novigrad and Marina Kastela at Split.

Of particular importance this year was the project at Kravice and the supply of pontoons for the Rijeka Boat Show. Also with Marmontis the first project in Montenegro was for the boat show at Budva.

More generally, Ingemar's foreign activity has been concentrated on reinforcing their existing sales force and defining new commercial and production teams in fresh markets, especially in the north African countries, Eastern Europe and the Persian Gulf.





## IMPERIA

### **Tourist port at Imperia: another 700 mts of Ingemar pontoons in operation at Porto Maurizio**

The Porto di Imperia SpA was formed in 1992 through the enthusiasm and dedication of the local administration and important local entrepreneurs with the aim of constructing a large marina which would enhance the outstanding characteristics of the area.

In 2006 a series of improvements were begun: the final go-ahead for construction and the excellent choice of Acqua Pia Antica Marcia, owned by Francesco Caltagirone, for entrepreneurial backup. At the end of 2006 Porto di Imperia SpA acquired a branch of the company Imperia Mare SpA, which had run the development of the port basin from 1981; they assumed administration of this State-owned concession property initiating a series of projects which are expected to be completed in 2010.

The design for the new port, produced by the architect Morasso, is both bold and fascinating: it will have to unite an environment strongly influenced by existing port buildings, the historic basins of Porto Maurizio and that of San Lazzaro and will be integrated by large works to protect the new shoreline from the sea.

The new port at Imperia is set to become one of the largest in the Mediterranean. The marina, formed by a large C embracing the coastline, will upgrade the area between the Salvo pier and the Rio Baitè estuary as well as the entire port and will feature many green spaces right up to the end of the piers. Within the 268,000 sq mts of State property concession there will be 1,300 berths for boats between 5 and 90 mts in length, shipyards, hotels, service areas and parking.

Ingemar has supplied the new port with 730 mts of discontinuous floating pontoons with galvanised steel structures, concrete floating units with expanded polystyrene core and decking in exotic hardwoods from FSC certified sources.

The pontoons, of the same type already well tested in the same harbour over the last 20 years, have been installed in Porto Maurizio with a different configuration from the previous layout.

The five new fingers, at right angles to the coastline and accessed by a new pier, have created the first 502 moorings for boats between 8 and 15 mts.

Ingemar was also pleased to begin a new collaboration with Save Group, the general contractor for all the new port works, as well as continuing a long-standing relationship with this lively tourist harbour at Imperia.





## SARDEGNA

### 20<sup>th</sup> anniversary of Ingemar pontoons at Palau and Marina Piccola at Cagliari

In 1985 the Sardinian Regional Authority were the first in Italy to bring in a five-year programme to convert disused commercial ports to tourist harbours. Important regional investments in the following years have allowed Sardinia to create an efficient network of tourist ports.

The use of floating pontoons at the time was generally restricted to yachting clubs but their mobility, flexibility and durability combined with their adaptability were undeniable.

The first installations were in the ports of Palau and Marina Piccola.

At Palau the use of fingers is unique in the public works' sector.

These two assignments by Ingemar began a new trend in the design of marinas - not only in Sardinia.

They are also two excellent testimonials which have contributed to the company's growth and which Ingemar celebrates after 20 years in operation.



#### PORTOVENERE (LA SPEZIA)

Party on the platform - the new pontoons arrive, yet again by Ingemar



#### MESOLA (FERRARA)

A new tourist ferry and boat landing on the River Po



#### BARDOLINO (VERONA)

Floating breakwaters on Lake Garda to protect the moorings of Roccavella



#### RIO MARINA (LIVORNO)

On Elba the receptive capacity increases: new pontoons for Svamar



#### DORMELLETO (NOVARA)

Cantiere S Lucia: a new small floating port on Lake Maggiore



#### MONFALCONE (GORIZIA)

More credentials for Ingemar on the Lisert: new pontoons for Robymar and Crack Boat