



COMPANY PRESENTATION

TBS Marine is a young and dynamic company founded back in 2011 from the experience in the yachting industry of its founder Luca Signorini, former yacht agent, owner representative, and Caterpillar service manager. The company has been dedicated to the representation and agency of various international brands mainly in the Italian yachting, navy and commercial market but it soon expanded its range in the South Mediterranean Sea coasts through a network of trusted partners and relationship with key decision makers in various refit and production Yards.

The company has seen a restructuring back in 2017 when Federico Calistri, partner and CEO of Calistri Giacinto & C snc, a leading company in the design and manufacturing of watertight and fire doors and hatches, davits, launching and hauling systems, and other full custom piece of equipment decided to step in the company to enable TBS to further expand its action within the Italian Market and to reward Luca for his role played in the amazing turnover growth with Calistri, being one of its represented brand worldwide. TBS also proudly represent VEEM MARINE the newly renamed brand for VEEM products like the worldwide known VEEM propellers and the relative new on the market VEEMGyro which reinvented the concept of gyroscopic stabilisation in the marine market. From 2017 with a direct role as Business development Manager of the Southern Europe Market, Luca Signorini scouts, coordinates and proactively created new leads and sales for the Australian Company, being one of the three top sellers of the company in the leisure market segment.

TBS Srl is Limited Liability Company with a solid financial background and no financial engagement with banks or funds. The Majority of the Shares Belong to the Founder which acts as CEO as well.

The 2021 is recording an amazing boost of over the 35% in sales in every segments: Propulsion, Gyroscopes and Hatches.

Key Factors:

- Deep knowledge of the Yachting Industry at International Level with main Focus on Italian, Spanish, Greek markets.
- Over 16 years of presence at the main industry international events such as Cannes Yacht Show, FLIBS, MYS, METS etc. with and without
- Solid track records of sales for over 20M € in 10 years of activity.
- Strong network of contacts among Owners, Brokers, Purchase managers, Technical managers, technical directors

Key Factors Resources

- Employing 6 people.
- In house expertise with engineering capabilities to assist Yards and Brands
- In house technician (mech, hyd, electrical) for the service and maintenance of the represented brands equipment.
- Service Van

Constant sustainable growth

The company has adopted a policy of constant and continuous growth in the three main strategical aspects: Human Resources and Technology.

Human resources:

The 2021 has seen the hiring of new workforce:

- 1 engineer for the technical dept.
- 1 new service technician
- 1 junior administration

Technology:

- New Thickness measuring tools for painting quality scheme
- Glossmeter
- Laser meters
- Remote view goggles
- Accelerometers and vibration sensors for Seatrial assessment of propulsion systems

References

As a partner of the main Italian shipyards TBS manufacture hundreds of custom certified hatches and doors with unlimited choices of sizes, shapes, handles, windows/portholes, hinges, latches. Every door or hatch is conceived on individual requests and made to measure to the customers needs.

References Yacht builders and refit Yards:

Azimut-Benetti Group (both lines and custom yachts), Sanlorenzo (both lines and custom yachts), Ferretti Group (both lines and custom yachts), The Italian Sea group NCA, ISA/ Palumbo, Baglietto and CCN Cerri, Overmarine Mangusta, Cantiere delle Marche, Wider Yachts, Codecasa, CPN, Gulf Craft, Hanseatic Silver Yachts, San Giorgio del Porto, Amico & co. and many more.

Reference builds (only custom yachts without series):

<i>Builder</i>	<i>Hull n°</i>	<i>LOA</i>	<i>Product</i>
Benetti	FB701	48,67	Wt hatches and doors + accessories
Benetti	FB702	48	Wt hatches and doors + accessories
Benetti	FB703	47	Wt hatches and doors + accessories
Benetti	FB704	48	Wt hatches and doors + accessories
Benetti	FB801	50	Wt hatches and doors + accessories
Benetti	FB802	50	Wt hatches and doors + accessories
Benetti	FB803	50	Wt hatches and doors + accessories
Benetti	FB601	47,6	Wt hatches and doors + accessories, external doors, exterior hatches
Benetti	FB273	70	Wt hatches and doors + accessories
Benetti	FB275	108	Wt hatches and doors + accessories
Benetti	FB272	105	Accessories
Benetti	FB269	69	Wt hatches and doors + accessories, external doors, exterior hatches
Benetti	FB271	57	Wt hatches and doors + accessories

Benetti	FB284	55	Wt hatches and doors + accessories
Benetti	FB285	55	Wt hatches and doors + accessories
Benetti	FB601	50	Wt hatches and doors + accessories, external doors, exterior hatches
Benetti	FB602	50	Wt hatches and doors + accessories
Benetti	FB603	50	Wt hatches and doors + accessories
Benetti	FB604	50	Wt hatches and doors + accessories, external doors, exterior hatches
CRN	C132	72	Propellers
CRN	C135	79	Wt hatches and doors + accessories
CRN	SYD 01 RIVA	50	Wt hatches and doors + accessories
CRN	SYD 02 RIVA	50	Wt hatches and doors + accessories
CRN	C138	62	Wt hatches and doors + accessories
CRN	C139	70	Wt hatches and doors + accessories
CODECASA	F77	43	Wt hatches and doors + accessories
CODECASA	F78	55	Wt hatches and doors + accessories
CODECASA	C123	55	Wt hatches and doors + accessories
Cantiere Delle Marche	108.12	32	Wt hatches and exterior hatches
Cantiere Delle Marche	102.14	30	Wt hatches and exterior hatches
Cantiere Delle Marche	111.15	33	Wt hatches and exterior hatches
Cantiere Delle Marche	105.18	31	Wt hatches and exterior hatches
Cantiere Delle Marche	108.19	33	Wt hatches and exterior hatches
Cantiere Delle Marche	121.21	36	Wt hatches and exterior hatches
Cantiere Delle Marche	40.22	40	Wt hatches and exterior hatches
Cantiere Delle Marche	38.23	38	Wt hatches and exterior hatches
Cantiere Delle Marche	129.24	39	Wt hatches and exterior hatches
Cantiere Delle Marche	112.25	34	Wt hatches and exterior hatches
Sanlorenzo	131-52	52	Wt hatches and doors + accessories
Sanlorenzo	133-44	44	Wt hatches and doors + accessories
Sanlorenzo	135-44	44	Wt hatches and doors + accessories
Sanlorenzo	136-47	47	Wt hatches and doors + accessories
Sanlorenzo	137-44	44	Wt hatches and doors + accessories

Sanlorenzo	139-44	44	Wt hatches and doors + accessories
Sanlorenzo	142-44	44	Wt hatches and doors + accessories
Sanlorenzo	145-44	44	Wt hatches and doors + accessories
Sanlorenzo	140.64	64	Wt hatches and doors + accessories
Sanlorenzo	141-56	56	Wt hatches and doors + accessories
Sanlorenzo	142-52	52	Wt hatches and doors + accessories
Sanlorenzo	180-60	60	Wt hatches and doors + accessories
Overmarine	OC 50.01	50	Wt hatches and doors + accessories
Overmarine	OC 50.02	50	Wt hatches and doors + accessories
Overmarine	OC 50.03	50	Wt hatches and doors + accessories
Overmarine	GS 54,03	54	Wt hatches and doors + accessories
Overmarine	OC4401	44	Wt hatches and doors + accessories
Overmarine	OC4402	44	Wt hatches and doors + accessories
Overmarine	OC4403	44	Wt hatches and doors + accessories
Gulf Craft	100	#01 to date	Wt hatches and doors + accessories
Gulf Craft	120	#01 to date	Wt hatches and doors + accessories
Gulf Craft	175	#01 to date	Wt hatches and doors + accessories
Gulf Craft	Nomad 95	#01 to date	Wt hatches and doors + accessories
NCA	571	37	Wt hatches and doors + accessories and exterior doors
NCA	580	37	Wt hatches and exterior hatches
NCA	581	37	Wt hatches and exterior hatches
NCA	575	74	Wt hatches and doors + accessories and exterior doors
NCA	577	63	Wt hatches and doors + accessories and exterior doors
NCA	568	52	Wt hatches and doors + accessories and exterior doors
NCA	589	45	Wt hatches and doors + accessories and exterior doors
NCA	584	73	Wt hatches and doors + accessories and exterior doors
NCA	568-1	56	Wt hatches and doors + accessories and exterior doors
NCA	590	75	Wt hatches and doors + accessories and exterior doors

NCA	594	65	Wt hatches and doors + accessories and exterior doors
NCA	599	52	Wt hatches and doors + accessories and exterior doors
NCA	597	100	Wt hatches and doors + accessories and exterior doors
BAGLIETTO	10222	48	Wt hatches and doors + accessories
BAGLIETTO	10225	55	Wt hatches and doors + accessories
BAGLIETTO	10228	44	Wt hatches and doors + accessories
BAGLIETTO	10232	40	Wt hatches and doors + accessories
BAGLIETTOCCN	50.01	50	Wt hatches and doors + accessories and exterior doors
BAGLIETTOCCN	37.01	37	Wt hatches and doors + accessories and exterior doors
BAGLIETTOCCN	40.02	40	Wt hatches and doors + accessories and exterior doors
BAGLIETTOCCN	31.01	31	Wt hatches and doors + accessories and exterior doors
BAGLIETTOCCN	3901	39	Wt hatches and doors + accessories and exterior doors
BAGLIETTOCCN	3902	39	Wt hatches and doors + accessories and exterior doors
ISA / Columbus Yacht	C02	40	Wt hatches and doors + accessories
ISA / Columbus Yacht	C03	40	Wt hatches and doors + accessories
ISA / Columbus Yacht	C03	40	Propellers
ISA / Columbus Yacht	C05	66	Wt hatches and doors + accessories
ISA / Columbus Yacht	C05	66	Full Shaftline
ISA / Columbus Yacht	C07	80	Wt hatches and doors + accessories
ISA / Columbus Yacht	C07	80	Propellers
ISA / Columbus Yacht	C09	50	Wt hatches and doors + accessories
Perini Yachts	2303	56	Wt hatches and doors + accessories
Perini Yachts	2399	42	Wt hatches and doors + accessories
Silver Yachts	C005	86	Wt hatches and doors + accessories
Silver Yachts	C006	86	Wt hatches and doors + accessories
Silver Yachts	C007	86	Wt hatches and doors + accessories
Riva 48	#001 to date	48'	Propellers

Riva 56	#001 - to date	56'	Propellers
Riva 76	#001 - to date	76'	Propellers
Riva 88	#001 - to date	88'	Propellers
Custom Line Navetta 30m	#02 - to date	30	Propellers
Custom Line Navetta 33m	#16 - to date	33	Propellers
Custom Line Navetta 37m	#12 - to date	37	Propellers
Custom Line 140	#01 - to date	140'	Propellers
Riva 30m	#01 - to date	30	Propellers
Azimut 83'	#01 - to date	83'	Propellers
Azimut 72'	#42 - to date	72'	Propellers
Azimut Magellano 25mt	#11 to date	25	Propellers
Azimut Fly	#21 - to date	27	Propellers
Azimut Magellano 30mt	#11 - to date	30	Propellers

The list is a **reduced version** of the total sales and mentions only part of the custom yachts we can disclose. Example of some series: (AZ 32, 35, 38m, SL SX76, SX88, SL112, SD126, SL118, 120A, Custom Line 106, Custom line 120, Custom Line 140 Pershing 140,Riva 56, Riva 48, Riva 76, Riva 88, MCY 105, MCY 86, Benetti series BD, BM, BP, BC, BO,BF etc.).

Gyro SALES

Lead	Vessel	Segment	Company
62641	SV EMMAYA	Commercial	MELITA NAVIGATION LTD
55980	MY 50.5m IB2 (ZA221)	Superyacht	JFA YACHTS
51201	Longitude Fast	Superyacht	F.LLI ROSSI S.R.L.
40060	Oceanic 140'	Superyacht	CANTIERI DI OSTIA SRL
39282	MANGUSTA 165-01	Superyacht	OVERMARINE GROUP S.P.A
37781	M/Y ST RAPHAEL	Superyacht	AVIOINTERIORS S.P.A
35281	BLEEKER	Superyacht	ROYAL NAVY ENTERPRISES S.A.

63453	MANGUSTA 165-02	Superyacht	OVERMARINE GROUP S.P.A
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