

ICOMIA/IFBSO CONGRESS

SANREMO

1 JUNE 2023

ITALIAN MORNING



h11:30 Welcome

Mr Andrea Razeto – VP Confindustria Nautica

h11:35 The Italian boating industry: facts and figures

Mr Stefano Pagani Isnardi – Head of Research Confindustria Nautica

h11:50 The 63rd Genoa International Boat Show

Mr Alessandro Campagna – Commercial Director Salone Nautico

h12:00 Rolex Giraglia 2023: the 70th edition of the Mediterranean Sea's most renowned regatta

Mr Matteo Berlingieri – VP Yacht Club Italiano

h12:15 The Mediterranean Cetacean Sanctuary: how to deal with the maritime traffic and nautical activities

Ms Sabina Airoidi – Scientific Coordinator Tethys Cetacean Sanctuary

h12:30 Cantiere del Pardo: 50 years of history

Mr Fabio Planamente – CEO Cantiere del Pardo

h12:45 Amer Yachts: our DNA is innovation

Ms Barbara Amerio – CEO Amer Yachts

h13:00 Lunch

Andrea RAZETO

He is CEO of the company *F.Ili Razeto Casareto*, founded in 1920 and specialised in designing and manufacturing customisable complements and accessories for large liners, cruise ships and yachts, in particular boat handles, locks, door accessories and on-board hardware. Vice President of *Confindustria Nautica* since 2012, he is also President of the Small Industry within *Confindustria Genova*. On the international stage, Andrea has been President of ICOMIA from 2018 to 2020 and has been re-elected in the Executive Committee for the 2022-2027 term.

Stefano PAGANI ISNARDI

PhD at the Politecnico di Torino Engineering University, he starts his career in transport and urban planning, joining *Confindustria Nautica* in 2009, where he establishes a new department to manage technical, statistical and research related issues. Dealing at international level with the main institutional stakeholders and marine federations, he currently sits on several WGs: Chair of the ICOMIA Superyacht Division and Market Intelligence Taskforce; Vice Chair of the ICOMIA Technical Committee; Member of the EBI Executive Committee and of the ISO TC8/SC12 "Large Yachts".

Alessandro CAMPAGNA

He is currently Commercial Director of the company *I Saloni Nautici*, which organises the *Genoa International Boat Show*, and Operational Manager for the event's management team; he also develops marketing activities for *Confindustria Nautica*, the institution that represents Italy's recreational yachting industry, since 2006. Having graduated from the University of Padua with a thesis dedicated to development opportunities for the trade fair model, Alessandro has managed consumer and trade fairs, both from organisational secretary positions and in collaboration with the trade fairs of Modena, Ferrara and Vicenza.

Matteo BERLINGIERI

Vice President at *Yacht Club Italiano*, the oldest Yacht Club in Italy founded in Genoa in 1879 with over 1.000 high profile members. He held several roles in the Board of Directors of the Club in the last 20 years in which the sporting and sailing importance of YCI was further established through an impressive number of international regattas and events. Creators of Giraglia Race with the first edition in 1953 and this year celebrating the 70th anniversary with an entry list of over 180 of the most beautiful and competitive racing boats in Mediterranean. Professional Insurance Broker, currently Chief Broking Officer of *Howden Assiteca*, with a wide experience in maritime liabilities insurance and risk management.

Sabina AIROLDI

She has worked at the *Tethys Research Institute* since 1987 and has devoted more than 35 years to the study of cetaceans. She founded two research projects in the Mediterranean Sea. Since 2000, Sabina has directed *Cetacean Sanctuary Research*, a long-term research project on the socio-ecology of cetacean species living in the western portion of the *Pelagos Sanctuary*. In addition to her scientific work (more than 70 scientific publications), she has developed a good ability to convey scientific information organizing seminars and giving numerous talks at scientific conferences and popular meetings. Sabina also has experience in radio and television appearances. She is also a member of the list of national cetacean conservation experts as an adjunct member of the *ACCOBAMS Scientific Committee*.

Fabio PLANAMENTE

He joined *Cantiere del Pardo* in 2008 and has been CEO and Partner since 2018, following the new corporate structure, also holding the position of President of the Sailing sector of *Confindustria Nautica*. His strategic skills and long-term vision, together with an in-depth knowledge of the product and the reference market, have enabled him to lead the shipyard to the current positive results, recording double-digit growth over the last five years and exporting around 85% of its production. *Cantiere del Pardo*, which this year celebrates 50 years since its foundation, is the only Italian yard producing both sailing and motor yachts, from 32 to 80 feet, with the brands *Grand Soleil Yachts*, *Pardo Yachts* and *VanDutch Yachts*.

Barbara AMERIO

Within *Confindustria Nautica* she is President of the Superyacht Division, a sector in which she is an entrepreneur, managing together with her brother the *Amer Yachts* company of the *Permare Group*. The *Amer Yachts* brand was born from the Amerio family's passion for the sea and their desire to do business while respecting the environment and people. *Amer Yachts* is innovation, sustainability, quality, inclusion and trust, offering excellent products by focusing on research and technological development while maintaining an empathetic and informal approach, enhancing the new generations and building lasting relationships with its suppliers and collaborators.