



Monaco Marine tells us

Vincent Larroque: Michel Ducros created Monaco Marine in Monaco in the middle of the 1990s. He is an entrepreneur with a passion for boats, and he founded a group that aims at the de luxe yachts industry, and is developing the Monaco Marine name that offers a high quality global service.



> The art of turnkey products

Monaco Marine now includes a service company (TechniYachts) specialized in spare parts) and six ship repair yards and refit yards, each of which has its own specialty, through a series of acquisitions made around the periphery of the Mediterranean basin. This network offers all types of services from ship maintenance to global repair, and including extensions or interior decoration. Monaco Marine coordinates several trades for this purpose including engineers, carpenters, painters, electricians, electronics, etc.

> With six fingers (on one hand!)...

All shipyards have an international team of professionals composed of very highly qualified specialists. And every shipyard has its own specialty:

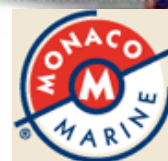
- Monaco: located in the old port of Monaco, and entirely dedicated to service and maintenance of ships. It has sixty available places.
- Beaulieu-sur-Mer: specialized in repair and refit of yachts, this shipyard handles motorboats and yachts throughout the year.
- Saint-Laurent-du-Var: maintenance of ships through a complete service (Volvo Penta agent), stores and spare parts on site.
- Port-Fréjus: service base for Grand Banks trawlers and outfitting location for hundreds of standard production sailing boats delivered every year. This small shipyard has a team of specialists in woodwork and fittings
- Gulf of Saint-Tropez: specialized in sailing boats. Response and delivery times are very fast; it has a large dry indoor area and enjoys a pleasant climate throughout the year.

For further information

- The Monaco Marine site: <http://www.monacomarine.com/fr/index.htm>



PROVENCE PROMOTION



> The best is in La Ciotat...

- The La Ciotat site has been operational since April 2007, and is well in the lead through its very high quality facilities for the biggest yachts. It now has no less than 25 dry docks for prestigious vessels (34 to 85 m) like Kiss the Sky, Netanya 8, Apogee, Le Ponant, Oasis, etc.

Its order book is already full for winter 2008/2009: maintenance and refit of private and chartered yachts but also subcontracted work under guarantee on behalf of yacht builders.



> ... towards a full workload

Monaco Marine would like to expand its operations in La Ciotat, firstly by using the publicly financed « medium yachting » facility (15 to 40 m - operational in Autumn 2009). It then would like to increase its « large yachting » offer by extending its facilities with three additional 80-m berths by 2010.

For some of the group's other projects, Monaco Marine is studying all opportunities (from 15 to 80 m) that arise in the Mediterranean - and more particularly between Spain and Italy (the group's natural development area) - while keeping eyes open towards the Caribbean, which is the second busiest sailing area in the world.



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PROVENCE PROMOTION

Provence Promotion's mission :

"Monaco Marine used Provence Promotion's services as early as 2002, when Provence Promotion facilitated our installation in La Ciotat. In this context, Provence Promotion facilitated all our contacts with the various local authorities (General Council, Regional Council and Marseille Urban Community, etc.) and institutions (Regional Directorate of Industry, Research and the Environment) so as to organize the project and its financing. Relations are still continuing with other projects in Greater Marseille."



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