



## Press Release

### OSCULATI CELEBRATES A 50-YEARS LASTING SUCCESS IN THE NAUTICAL WORLD

*On the occasion of the 48th “Salone Nautico Internazionale” in Genoa, Osculati celebrates its 50th anniversary.*

Since the very beginning Osculati has been a safe reference point for nautical professionals and yachtpeople, and now it can count on five decades of success and continuous growing.

The company was founded in 1958 in Milan. In 1963 the first catalogue was issued: it contained some hundreds of articles. Now the articles are more than 16,000 and witness the development and success of a family business which has steadily grown while remaining faithful to its values.

Osculati, which was the first nautical accessory dealer in Milan, is now the first company of the sector in Italy and one of the first in Europe. More than 100 employees and three stores, 30 sole agents, a direct production area in Italy and a Joint Venture in China, 2,000 retailers in 65 countries. Osculati counts among its customers the world's most prestigious naval yards and has exclusive distribution agreements with the most important brands.

A long journey, during which people's life has interwoven with that of the company in a continuous exchange of values and experience.

It is with great pride that Alberto and Giorgio Osculati, the third generation, support the President Mario Osculati in the company management. And on this occasion they thank all the people who are working in the Holding, both those who have just joined it and even more warmly those who saw them when they were children and are still part of this big family.





### **Osculati Holding consists of:**

- Osculati spa – Segrate → parent company
- Osculati & Co. – Lucca → subsidiary company for the Regions of Central Italy
- OFN Italiana – Segrate → manufacturing company
- Osculati – Cina → Italo-chinese joint venture for stainless steel production
- Osculati Emilio snc – Milano → retailer

### **All the figures of the Holding**

- € 52,000,000 is 2007's turnover
- 16,000 sq.m. intensively exploited warehouse, 5 stores.
- 105 employees
- 18 sole agents in Italy
- 12 sole agents in the rest of Europe

### **Growing trends and investments**

- From € 40,000,000 in 2005 to € 52,000,000 in 2007
- € 1,800,000 investment for moulds in 2007

### **Our offer:**

- The most complete catalogue available in Europe, with more than 800 pages, in Italian, French, English, German and Croatian.
- 16,000 items, more than 98% of these are immediately available.
- 5,000 Osculati brand products
- All the items in the catalogue are internally stocked.
- Certification ISO 9001-2000 Osculati SpA and Osculati & C. Lucca
- Special mention at DAME award 1997 and 2000 for innovation
- Sole agent of important brands such as Lewmar, Polyform, Whale, Oceanair.





## Customers

- 1500 customers in Italy, among them the biggest yards are Sessa Marine, Atlantis, Aprea Mare, Cantieri Del Pardo, Comar, Azimut, Ferretti, Rio Yacht, Aicon, Cantiere Capelli...
- 500 customers abroads, among them the biggest yards are X-Yacht (DK), Chantieres Jeanneau (FR), Chantieres Beneteau (FR), Amel (FR), Askeladen (NO), Port Arthur (FI) Wauquiez (FR), CNB (FR), Luhrs (UK), Poncin Yacht (FR), Rio Iberica (ES), Gulf Craft Inc. (EAU), Emirates Inflatable (EAU), Buccaneer Boats (MT), Ocean Boats (EL), Northstar (TR), Parker Poland (PL), Oy Botnia-Targa Boats (FI), Hanse (DK), Fountain Pajout (FR), Dufour (FR)...

## Commercial agreements

At present Osculati is the official distributor in Italy of the following brands:

- Lewmar
- Oceanair (shading systems)
- Bomar (decking gears)
- Polyform US (fenders)
- Whale (hydraulic systems)
- Henderson (hand pumps)
- Yachticon (cleaning products)
- Marlow (ropes)
- Batsystem (ceiling lights)
- Altitude (instruments)
- Treadmaster (antiskid coating)
- ARC (teak products)
- Doga (windshield wipers)
- Sugatsune (furniture accessories)

*Milan, October 2008*

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