

Rochefort
Monday, 12th of November 2018

Bavaria Catamarans S.A.S – Rochefort : Return of “Nautitech” Brand

This Monday, 12th of November, representatives of Rochefort and CMP German Opportunity Fund III (CMP) met to discuss the future of Bavaria Catamarans, the Rochefort subsidiary of the German group Bavaria Yachtbau, acquired in September by CMP.

Between expansion project, encouraging economic perspectives and willingness to recruit in the region, prospects are good for this expert subsidiary in multihull, which was established 10 years ago in the trade port of Rochefort.

- The renewal of the Bavaria group in France and Germany

After signing the notarized sale of Bavaria Yachtbau on 15th of September, CMP can now proceed with the restructuring of Bavaria Yachtbau in Germany (Giebelstadt) and the development of its French subsidiary, Bavaria Catamarans S.A.S (Rochefort). The jobs of the **550 employees of Bavaria Yachtbau** as well as the **250 employees of Bavaria Catamarans** have been secured by CMP.

Taking direct participation in the company, CMP also provides operational management. Kai Brandes, General Director of CMP's investment advisor CMP Capital Management-Partners GmbH, said: *"We are convinced of Bavaria's global potential and will ensure the active development of the company. At the heart of the restructuring measures will be the recovery of market shares as well as the improvement of the costs of production."*

- The return of the Nautitech brand

The French holding “Bavaria Catamarans” will in future revert to its well-established name “Nautitech” for marketing purposes. Dr. Ralph Kudla, the new Chief Restructuring Officer of Bavaria and responsible for its French subsidiary knows that *“Bavaria stands for yachts, Nautitech for catamarans. We believe that it is important for the two companies to be able to highlight their respective identities even more clearly in future. The two firms will collaborate closely in technical matters and develop the partnership between Germany and France even more vigorously.”*

Nautitech's DNA is built on its know-how in the production of high-performance vessels with premium services and a high-end positioning – these are inherent characteristics of the brand.

On each side of the Rhine, the two companies fully exploit the synergies offered by the group, for example by sharing their dealers' network.



- Strong prospects for Bavaria Catamarans

The German company is working on restructuring measures to recover market shares as well as improving the costs of production, but the situation is different in France.

Last year, according to the Federation of Nautical Industries, the French shipyards delivered 718 catamarans invoiced in total 333 million euros, an increase of 35% over the previous year. These multihulls now account for a quarter of the French production of pleasure boats. A true "French touch" with around 90% of the multihulls in the world built between Lorient and Bordeaux*.

2018 Bavaria Catamarans produced 75 vessels and recorded nearly 30 orders since the announcement of its takeover by CMP at the Cannes show in September. Proof of the solid foundations of the French subsidiary and its attractiveness.

The company now plans to recruit 30 additional permanent employees, mainly in production. "After a period of 3 years of very strong growth and staffing from 50 to more than 250 people under contract, today, we have to maximize and rationalize our current production capabilities as well preparing our future" commented Gildas Le Masson, General Manager of Bavaria Catamarans.

*Source : [Les Echos](#) - 11/09/18

- A necessary expansion of the industrial capabilities of the company

Bavaria Catamarans could produce up to **100 catamarans** per year in its current 7000m² location. In order to meet the high demand of the market, it is necessary for the company to increase its industrial resources and to almost double its area in m². With the support of the local community, Bavaria is exploring an extension of its premises, still on the trade port of Rochefort with direct access to sea. An important choice because of the demand for multihulls tending towards increasingly large boats, and the manufacturers therefore face difficulties of transport of these impressive ships.

Official representatives of Rochefort today reiterated their collective support for this expansion by supporting the company in its search for new premises. « BAVARIA gives us all legitimacy in the creation of the Nautical-Naval Cluster of New Aquitaine with our partners. It is a structuring project for the economic dynamics of our territories » said Hervé Blanché, president of the agglomeration of Rochefort Océan and Mayor of Rochefort. With Stelia in aeronautics and Bavaria in sailing, **the French industrial know-how is well represented in Rochefort.**

About Bavaria Catamarans S.A.S

NAUTITECH was founded in 1994 and has been situated in Rochefort sur Mer, Charente Maritime, since 2008. NAUTITECH builds catamarans from 12 to 20 meters famous for their qualities of comfort and performance. Since 1994, more than 400 NAUTITECH catamarans have been produced. NAUTITECH became Bavaria Catamarans subsidiary of the German group BAVARIA Yachtbau in 2014.

Turnover: 30M €

Number of catamarans produced in 2018: 75

Number of catamarans produced since the foundation of the company: 600

Number of employees: 250 at the Rochefort site

About CMP Capital Management-Partners GmbH:

Founded in 2000, CMP is one of the first private companies in Germany to advise investment funds who invest in "Mittelstand" (medium-sized companies) in particular situations or in difficulty in Europe. We focus on businesses with revenues of up to EUR 500 million that are in special situations or undergoing a turnaround. In keeping with our entrepreneurial investment philosophy, together with the funds advised by us we support portfolio companies with equity and operational expertise, helping them to overcome challenging situations, regain their strength, and return to growth.

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