



VIRTUAL B2B MEETINGS WITH FINCANTIERI

Registration deadline: 29 June 2020, Fincantieri Virtual Meeting Room

Co-financed by



MINISTRY OF
FOREIGN AFFAIRS
OF DENMARK
The Trade Council

Apply for a Virtual Business Meeting with Fincantieri. Your company will be matched with the right buyers and technical staff from one of the largest shipbuilding groups in the world.

WHY JOIN?

By registering and filling out attached **Fincantieri supplier template** your company can get **one-to-one meetings** with the right purchasers and technical staff from Fincantieri via an **online meeting room**. To ensure the relevance for both your company and for Fincantieri, **Fincantieri's Chief Purchasing Office** will review all supplier templates and select the relevant profiles for their actual needs for future projects.

This project is also **relevant for companies that already have contacts** at Fincantieri, but maybe not have the right contact or have not been able to break through with their sales to the company.

Fincantieri has a substantial orderbook which includes new cruise ships, mega yachts and other types of vessels. To meet the demand, Fincantieri needs suppliers of several technologies, solutions and components.

WHO SHOULD JOIN?

Any company supplying the marine sector with products and solutions. Fincantieri's list of potential partners is broad and falls within the three main business areas: Shipbuilding (Leisure, Transportation, Defense, Luxury & Maintenance), Offshore (Oil & Gas) and Equipment, Systems & Services.

Fincantieri is looking for suppliers particularly within several different areas. From steel components to Mega Yachts and items within Mechanicals.

Find a detailed list of Fincantieri's top needs attached on the invitation website.

You can read about the Fincantieri shipbuilding group via this link: <https://www.fincantieri.com/en/>



Confederation of Danish Industry

DANISH  MARITIME



VIRTUAL B2B MEETINGS WITH FINCANTIERI

About Fincantieri

Fincantieri is one of the world's largest shipbuilding groups and number one for diversification and innovation. It is leader in cruise ship design and construction and a reference player in all high-tech shipbuilding industry sectors, from naval to offshore vessels, from high-complexity special vessels and ferries to mega yachts, as well as in ship repairs and conversions, production of systems and mechanical and electrical component equipment and after-sales services.

With over 230 years of history and more than 7,000 vessels built, Fincantieri has always kept its management offices, as well as all the engineering and production skills, in Italy. With over 8,600 employees and a supplier network that employs nearly 50,000 people, Fincantieri has enhanced a fragmented production capacity over several shipyards into a strength, acquiring the widest portfolio of clients and products in the cruise segment. To hold its own in relation to competition and assert itself at global level, Fincantieri has broadened its product portfolio becoming world leader in the sectors in which it operates.

Markets and Products:

SHIPBUILDING					OFFSHORE	EQUIPMENT, SYSTEMS AND SERVICES
LEISURE	TRANSPORTATION	DEFENCE	LUXURY	MAINTENANCE	OIL & GAS	EQUIPMENT
<ul style="list-style-type: none"> ▪ Cruise ships - Contemporary - Premium - Upper Premium - Luxury - Exploration /niche 	<ul style="list-style-type: none"> ▪ Ferries - Fast ferries - Cruise ferries - Ro-Pax - Hi-tech ferries 	<ul style="list-style-type: none"> ▪ Naval vessels - Aircraft carriers - Submarines - Frigates - Corvettes - Patrol vessels - Auxiliary vessels - Destroyers 	<ul style="list-style-type: none"> ▪ Mega Yachts - Luxury Yachts >70m 	<ul style="list-style-type: none"> ▪ Ship repair and conversion - Dry-docking - Special surveys - Refurbishment - Refitting 	<ul style="list-style-type: none"> ▪ Offshore units - Drillships - Semi-Sub (SSDR) - Pipelayers - Offshore Support Vessels - Construction units - Multi Purpose Support Vessels - Platform Support Vessels - Anchor Handling Units - LPG/LNG - FPO/FPSO - Oceanographic Vessels - Barges 	<ul style="list-style-type: none"> ▪ Marine systems and components - Propulsion - Stabilization - Dynamic positioning - Power generation - Steam turbines - Diesel engines ▪ After sales - Life-cycle support - Training and operation assistance - Infrastructures - Transfer of technology
OTHER ACTIVITIES • Research • Technical logistic engineering • Naval location • Equity investment holding • Financial support to Group companies • Coordination						

Fincantieri's constant investment in capacity, expertise and facilities has enabled them to lay the foundations of a group that is always ready to seize global growth opportunities. They have dedicated management and infrastructure for each market, from the Mediterranean to the North Sea and the Americas to Asia. This gives them direct, immediate operational access to meet the demand for those advanced, sophisticated products that have rewarded their commitment to excellence and our drive to innovate.

PRACTICAL INFORMATION

PRICE

DKK 3,000 excl. VAT per participating company.

*Fine Print: The price is calculated on a basis of a minimum of 5 participating companies and a **75 per cent subsidy** from the **Trade Council of Denmark**. If the support from the Trade Council is not approved, we reserve the right to offer participation at a different price. Should this result in a higher price than the one quoted you have the right to cancel your participation. Registration is in accordance with the General Terms and Conditions for participation in Export Promotion Events of the Confederation of Danish Industry. [Read more](#).*

Fincantieri will review all companies signed up before the virtual B2B-meetings and select the relevant profiles for their actual needs for future projects. This process is to ensure the relevance for both your company and for Fincantieri. This means that you are not ensured participation by signing up, and you are not invoiced if you are not selected.

PROCES FOR PARTICIPATION

- Register your company before 29 June 2020 via link below.
- Fill out attached supplier template.
- Send your supplier template to Emil Stub (emns@di.dk) and Klaus Rostell (kro@danskemaritime.dk).
- Fincantieri review all companies and select the relevant profiles for their actual needs for future projects. This step is to ensure the relevance for both your company and Fincantieri.
- If your company is selected by Fincantieri, you will then be invited to an opening seminar followed by a B2B meeting with relevant staff from Fincantieri.

HOW TO REGISTER

Please register by filling out the online registration form. Deadline for binding registration is **29 June 2020**.

[REGISTER HERE](#)

CONTACT



Confederation of Danish Industry
Emil Stub
emns@di.dk
+45 3117 0898



Danish Maritime
Klaus Rostell
kro@danskemaritime.dk
+45 42149522



Ragnarock/NS Connect
Marco Germinario
marcogerminario@ragnarock.eu
+45 2672 0446



Danish Export - Cruise & Ferry
Mie J. Jakobsen
mjj@danishexport.dk
+45 2173 6336

Co-financed by



**MINISTRY OF
FOREIGN AFFAIRS
OF DENMARK**
The Trade Council