

Press Release

T. Mariotti and Damen partner for cruise newbuilding

Seabourn announces letter of intent for two ultra-luxury expedition vessels

T. Mariotti, leading Italian luxury cruise shipbuilding company, and Damen Shipyards Group have announced the creation of a new partnership to build cruise vessels. T. Mariotti, which will celebrate its 90th anniversary this year, has a long-standing reputation within the cruise industry. Damen, which celebrated its 90th anniversary in 2017, operates in different sectors across the maritime industry and has recently announced its intention to move into the cruise market. The partnership between the two companies is a complementary fusion of expertise and facilities that will focus on the construction of cruise vessels.

This partnership will operate under a new common brand, MARIOTTI DAMEN Cruise. As the two companies made their announcement, ultra-luxury cruise line Seabourn made public the signature of a letter of intent for two ultra-luxury expedition vessels with the newly-formed partnership.

T. Mariotti Managing Director Marco Ghiglione said, “We are very pleased to work together with Damen on the construction of newbuild cruise vessels as both Mariotti and Damen share a common vision of the future of the cruise industry. This long-term partnership will offer our current and prospective clients access to a comprehensive suite of shipbuilding services and capabilities in terms of high quality, sustainable vessels demanded by the cruise industry of tomorrow.”

Damen Senior Vice President Sales & Marketing Cruise Andrea Trevisan said, “We are very honored by this collaboration. The combination of T. Mariotti luxury cruise shipbuilding’s experience of long standing with the high-class facilities of Damen Shipyards Group represents a unique synergy in the cruise industry. Our partnership brings together two proud family businesses, both of which enjoy a reputation for shipbuilding excellence.”

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T. Mariotti

Founded in 1928, T. Mariotti is a leading company in the field of ultra luxury shipbuilding. Since 2008, T. Mariotti has been part of the holding Genova Industrie Navali, established with another historic Genoese shipyard, San Giorgio del Porto. Thanks to its ability to innovate and anticipate the market’s needs, T. Mariotti is today highly specialised in the design and construction of ultra-luxury cruise ships, mega yachts and supply vessels.

Genova Industrie Navali is one of the most important players in the shipbuilding, ship repair and green ship recycling industries in the Mediterranean and is the second player in the industry in Italy. The group has major assets in the ports of Genoa (in the ship repairs area, which covers a total area of about 53,000 square meters with five drydocks) and Marseille (three drydocks including basin n.10, the largest in the Mediterranean), and is completing the process for the concession of the port areas of Piombino (approximately 80,000 square meters).

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Damen Shipyards Group

Damen Shipyards Group operates 34 shipbuilding and repair yards, employing 10,000 people worldwide. Damen has delivered more than 6,000 vessels in more than 100 countries and delivers some 160 vessels annually to customers worldwide. Based on its unique, standardised ship-design concept Damen is able to guarantee consistent quality.

Damen's focus on standardisation, modular construction and keeping vessels in stock leads to short delivery times, low 'total cost of ownership', high resale values and reliable performance. Furthermore, Damen vessels are based on thorough R&D and proven technology.

Damen offers a wide range of products, including tugs, workboats, naval and patrol vessels, high speed craft, cargo vessels, dredgers, vessels for the offshore industry, ferries, pontoons and superyachts.

For nearly all vessel types Damen offers a broad range of services, including maintenance, spare parts delivery, training and the transfer of (shipbuilding) know-how. Damen also offers a variety of marine components, such as nozzles, rudders, anchors, anchor chains and steel works.

Damen Shiprepair & Conversion (DSC) has a worldwide network of eighteen repair and conversion yards of which twelve are located in North West Europe. Facilities at the yards include more than 50 floating and (covered) drydocks, the largest of which is 420 x 90 metres, as well as slopes, ship lifts and indoor halls. Projects range from the smallest simple repairs through Class' maintenance to complex refits and the complete conversion of large offshore structures. DSC completes around 1,300 repair and maintenance jobs annually, both at yards as well as in ports and during voyage.

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