



les
Occasions
du Multicoque

Press

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1- INTRODUCTION

Les Occasions du Multicoque

The times are changing: just a niche in the yachting market for 30 years, today the multihull industry has become a real economic driving force. The catamaran market is growing by 3 to 5% per year.

Customers come from many different backgrounds: a third are newcomers to the yacht market, a third arrive from the monohull sector, and a third come from the motorboat market. Multihulls meet the expectations of these newcomers in that they offer the required space and comfort without neglecting performance.

Thus, the second-hand market has become a true economic reality and is a response to the development in the sales of new multihulls.

Annual multihull production is almost 1000 units. Thus, the pre-owned market has become self-evident and it is logical to dedicate a showcase to them.

To respond to the needs of this growing market, **NAUTIPOLE MEDITERRANEE in Canet en Roussillon**, is launching from **1 to 4 October, 2015**, the first event **exclusively reserved for pre-owned multihulls**, where both motor and sail cruising catamarans and trimarans will be presented afloat. Future owners will also find on site all the necessary equipment and services to facilitate and enhance their purchase: from electronics, deck fittings, sails, etc. to financing solutions, insurance, surveys and also transport, rental, advice for blue water cruising, etc.

NAUTIPOLE MEDITERRANEE is already recognized as THE refit centre for multihulls in the western Mediterranean. The association groups all the trades, making Canet en Roussillon the ideal port of call, benefiting from the expertise and experience that will best respond to the needs of every yachtsman. The port is equipped with recent and efficient infrastructures (a new 200-tonne travel lift), indispensable for the maintenance and the refit of cruising multihulls.

"Over the last few years, the port of Canet en Roussillon has managed to bring together all the skills and know-how in the field of yachting, and more particularly in the multihull sector.

Construction, mechanics, composites, wood, stainless steel, upholstery, sail-making, hydraulics, electronics, rigging, etc. - all the skills are present on our site.

Of course this crossroads of expertise was made possible thanks to strong local and regional political will, which has enabled the establishment of first-rate infrastructures and equipment", said Philippe BERARDO, President of the Nautipole Méditerranée Association.

The stated ambition of the organisers: "to establish Canet as THE place to buy and sell pre-owned multihulls, between professionals and individuals".

To carry out this project, NAUTIPOLE MEDITERRANEE is supported by the know-how and the experience of M2O, the company in charge of the organization of this event, unique in its kind.

M2O, the nautical events organiser, is also the organiser of the reference in multihull events: The International Multihull Exhibition in La Grande Motte (in April of each year).

Make a date for autumn 2015 for this new concept! 100% Pre-owned Multihulls.

2- PRESENTATION: pre-owned catamarans and trimarans for sale, presented afloat

The event will take place every year over 4 days, from Thursday to Sunday.

The first weekend of October has been chosen to avoid conflicting dates with other existing exhibitions and takes into account the availability not only of boats and professionals, but also of customers.

The "OCCASIONS DU MULTICOQUE" expo in Canet-En-Roussillon will offer:

- pre-owned cruising catamarans and trimarans, with a minimum length of 35 feet and put on sale by professionals, responding to precise specifications,

And,

- an exhibitors village ashore, combining equipment suppliers and service providers. Here is a non-exhaustive list:
 - o deck fittings
 - o sails
 - o engines
 - o tenders
 - o upholstery
 - o on-board equipment:
electronics, electricity, water-makers, heating, air conditioning, etc.
 - o joinery/woodwork
 - o brokers
 - o insurance
 - o financing solutions
 - o maritime surveyors
 - o design offices
 - o servicing, maintenance
 - o transport
 - o associations, advice for blue water cruising,
 - o etc.

3- THE GLOBAL MULTIHULL MARKET

The pre-owned multihull market is opening as a consequence of the growth of the new multihull market. The issue at stake is the renewal of the fleet, since in most transactions the purchase of a new vessel is conditioned by the sale or the trade-in of a pre-owned unit.

The world multihull market represents a production of a little under 1,000 boats per year, including 80% of sailing vessels and 20% of motor vessels by number of units, while motor multihulls represent 30% in sales.

Worldwide turnover = EUR 400 million.

France is the world's largest producer, with the biggest shipyards, LAGOON (BENETEAU Group), FOUNTAINE-PAJOT, CATANA, OUTREMER, NAUTITECH (BAVARIA group), PRIVILEGE MARINE, etc.

South Africa comes in second place with the Robertson & Caine Shipyard, which makes LEOPARD catamarans, a brand of the TUI Marine group.

On average a cruising catamaran costs 400 to 500,000 euros (200,000 for entry-level units). It is often considered as a secondary residence, which especially attracts families and not necessarily sailing enthusiasts.

The multihull concept is attractive because it offers living space, volume, and incomparable brightness, to which is added stability under sail, the absence of heeling, and an easy living space for all passengers.

Multihulls are especially adapted for cruising and thus to the rental market, which represents 30 to 50% of sales according to the manufacturers.

In the context of a global yachting market which remains tense, the multihull niche remains in progression, with a growth of 3 to 5 per cent per year.

Today, the multihull industry has reached the age of majority, and the pre-owned catamaran and trimaran fleet is substantial. Consequently, a dedicated expo is entirely justified.

4- NAUTIPOLE MEDITERRANÉE

NAUTIPOLE MEDITERRANÉE is an association, under the "cluster of businesses" label, that groups around twenty professional companies of the yachting industry, located predominantly on the Nautical Pole of Canet en Roussillon.

With approximately 200 employees and 34,500 K€ of turnover, these companies combine all of the trades of the yachting industry and display particular know-how in the catamaran sector.

On the strength of its skills in this area, and benefiting from a favourable context, the association proposes to create the first pre-owned multihull expo in the autumn of 2015.

Before validating the strategic choice of this complementary event on the multihull market in Canet en Roussillon, NAUTIPOLE MEDITERRANÉE approached the organiser of the International Multihull Exhibition of La Grande Motte.

M2 Organisation thus agreed to work in partnership with NAUTIPOLE MEDITERRANÉE. They will bring their expertise in events management, and as a consulting partner they will be able to provide the experience and knowledge of this specific market.

List of members in Annex 1

5- CANET EN ROUSSILLON

The site of Canet has proved to be exceptional for the establishment of such an event.

In addition to the recognized expertise of its professionals, its strategic position on the route between the Atlantic and the Mediterranean is a real asset.

The Port of Canet en Roussillon has also long displayed its willingness to support the catamaran by dedicating a substantial number of berths to this type of vessel.

The Port has actively developed its infrastructure. In addition to the 1300 berths that can accommodate units up to 35m, the lifting equipment will be particularly adapted as of this year, with the acquisition of a 200T travel lift and especially with the enlargement of the basin to 12 metres, specifically for multihulls.

The figures:

- 1300 quayside berths (up to 35m long and 3m draught) (+ technical quay)
- one 50T travel lift
- one amphibious self-propelled 40T trailer
- one 200T travel lift - For units up to 12m beam - NEW IN 2014
- 185 multihulls for technical stopovers since 2012

6- PRACTICAL INFORMATION

Date:

From Thursday 1 to Sunday 4 October, 2015 from 10 a.m. to 7p.m.

PLACE:

Pôle Nautique
66 140 Canet en Roussillon

ENTRANCE:

Free public entry



CONTACTS

Press

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Website: <http://www.nautipole.fr/>



PARTNERS



Association of professionals of the yachting industry established in Canet en Roussillon with the objective of promoting their expertise.



Organizer of the International Multihull Expo, held annually in La Grande Motte, every April since 2010.



The Languedoc Roussillon region supports local economic development and will be a partner of the Occasions du Multicoque Expo.



Both the Municipality of Canet en Roussillon and its port work in close collaboration with Nautipole Méditerranée towards the success of the Occasions du Multicoque Expo

7- Annex 1: list of members

Nautipole Méditerranée

Head office: Rue Calypso, 66140 Canet En Roussillon
No. SIRET: 537 865 388 00012

ACCASTILLAGE DIFFUSION

Sale of deck fittings

Representative: Jean Claude ARMENGAUD
Email Address: adcanet@wanadoo.fr
Website: www.accastillage-diffusion.com
Landline: 04 68 80 60 66

ALLIANCE NAUTIQUE 66

Jeanneau, Prestige Yachts, Honda Marine dealer

Representative: Eric Tordjman
Email Address: direction@an66.fr
Website: www.alliancenautique66.com
Landline: 04 68 80 41 89

ATELIER GREEMENT – President

Preparation, repair and sale of rigging - Deck Fittings

Representative: Philippe Bernardo
Email Address: philippe@a-greement.fr
Website: www.a-greement.fr
Mobile: 06 07 66 27 96

ATOUT BOIS 66LR – Administrator

Joinery/woodwork Interior and exterior layout. Installation of parquet flooring

Representative: Laurent Ricard
Email Address: contact@atoutbois66.com
Website: www.atoutbois66.com
Mobile: 06 68 34 83 70

AZURE BOAT SERVICES

Maintenance and repair

Representative: Bernard ASSEMAYT
Email Address: info@azureboatservices.com
Website: www.azureboatservices.com
Mobile: 06 62 57 82 82

BMS – Treasurer

Maintenance, maintenance, refit, project coordination and shipyard supervision

Representative: Denis RANJAND
Email Address: info@bmsmed.com
Website: www.bmsmed.com
Landline: 04 68 35 02 45

CANET BOAT PLAISANCE

Fontaine Pajot, B2Marine, ZAR and Zodiac dealer. Maintenance and repair

Representative: Serge Rivas Marine,
Email Address: serge.rivas@canetboatplaisance.com
Website: www.canetboatplaisance.com
Landline: 04 68 51 21 90

CATANA - Assistant Treasurer

Manufacturer of catamarans

Representative: Olivier Poncin / Pascal POUPLIER

Email Address: o.poncin@groupeponcin.com

Website: www.catana.com

Landline: 04 68 80 13 13

DISMAR

Marine Engineering - VOLVO Dealer

Representative: Pascal HALM

Email Address: contact@dismar.fr

Website: www.dismar.fr

Landline: 04 68 73 64 12

ELEC YACHTING ENGINEERING

Sales, repair, installation of electrical and electronic marine equipment

Representative: Jean Christophe Houot

Email Address: eye.canet@gmail.com

Mobile: 06 60 80 11 40

EPURE VOILES SELLERIE – Administrator

Sail-loft for all types of sails and boat tops - interior and exterior upholstery

Representative: Sylvie Chorlay and Francesca Guzzo

Email Address: contact@epure66.fr

Website: www.epure66.fr

Landline: 09 64 14 06 58

LINEA CONCEPT

Engineering office - interior and exterior layout - mock-ups

Representative: Jean Yves Carteret

Email Address: jycarteret@wanadoo.fr

Landline: 09 64 14 42 33

MULTI COMPOSITES

Specialist in composite and paint

Representative: Ludovic PIRET

Email Address: contact@multicomposites.fr

Website: www.multicomposites.fr

Landline: 04 68 67 34 58

NAVIVOILES

Boat rentals - cruise organizer

Representative: Andrée and Cyril Sintes

Email Address: contact@navivoile.com

Website: www.navivoile.com

Landline: 04 68 40 32 21

SARL 4B - Administrator

Marine woodwork

Representative: Benoit BOURIEAU

Email Address: benoit4b@gmail.com

Landline: 06 18 26 12 39

SAILING ATLANTIC SERVICES - Administrator

Commissioning - Preparation of new boats

Representative: Pascal OURADOU

Email Address: canet@sailing-atlantic.com

Website: www.sailing-atlantic.com
Landline: 04 68 50 88 65

SUD PLAISANCE – Assistant secretary

Maintenance and marine mechanics, VETUS, NANNI, MERCUISER representative

Representative: François PEREIRA

Email Address: sud-plaisance@wanadoo.fr

Website: www.sud-plaisance.com

Landline: 04 68 73 11 13

TENDERLIFT – Vice President

Design, construction and repair of hydraulic equipment

Representative: Alain Zoonens

Email Address: tenderlift@tenderlift.net

Website: www.tenderlift.net

Landline: 04 68 73 59 12

