

CATANA MAG

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FALL 2023

THE CATANA GROUP MAGAZINE

CATANA Group
Success Story

CATANA Group



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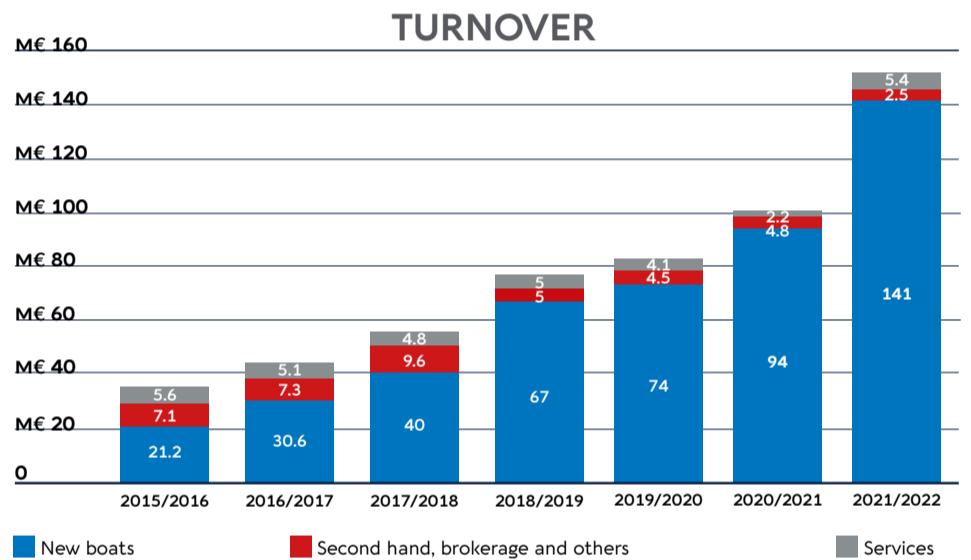


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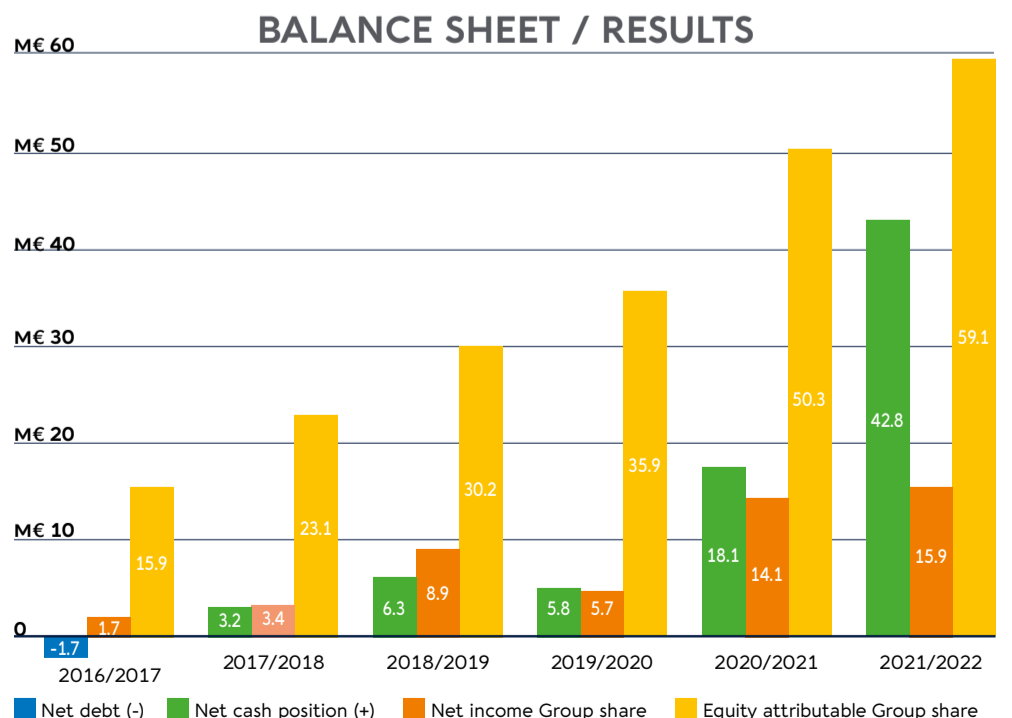
After a record financial year in 2021/2022, with 46% growth despite major logistical difficulties, the Group will again record significant growth in 2023. The latest figures published in July show that, at the 9-month point, sales would be virtually identical to those for the full 2021/2022 financial year.

Once again, **CATANA GROUP** is heading for a very profitable 2022/2023 year, as shown by the interim figures at mid-year (28th February 2023) and the Group's net profitability set at € 8.7m, compared with € 7.4m in February 2022.

With shareholders' equity of € 61m and net cash of around € 40m, **CATANA GROUP** has the financial strength to support its ambitious strategic plan.



CATANAGROUP SA STOCK MARKET :
CODE Euronext PARIS FR0010193052CATG



Éditorial

“CATANA Group
as firmly established
itself as one of the world’s
leading catamaran
builders.”

Aurélien Poncin

President CATANA Group SA



The passing of Olivier Poncin, following a long and courageous battle, has deeply affected us all. I would like to thank the many, many people who have stood by our side and given us their invaluable support through this painful time.

For those who knew Olivier, he will remain a passionate visionary and an example of determination and tenacity, as well as being an extraordinary father to me.

Thanks to his vision, shared by the 1,500 talented people who make up our company today, **CATANA Group** has firmly established itself as one of the world’s leading catamaran builders.

For the first time this year, the Group has built and delivered more than 300 catamarans in a single financial year, thanks in particular to strong demand for our latest model, the **BALI CATSMART**.

This result is all the more significant given the difficult context of the two previous years, during which the Group had to cope with the effects of both the COVID-19 crisis and then high inflation. Numerous shortages, particularly affecting engine manufacturers, also had an impact on our activity, and often prevented us from delivering our catamarans on schedule. This disruption has had a significant impact on the Group, especially as the demand for **BALIs**, and therefore our production volumes, has continued to grow at the same time.

Regrettably, our customers and our dealers have also been impacted by this unfortunate situation. I would like to express my thanks to them for the support and confidence they continue to place in us.

Our number one priority today is to return to normal delivery conditions, even if this means limiting our production growth for the time being. To this end, we have equipped ourselves with new tools and have boosted our teams and processes. Over the course of the last few months, we have seen the first fruits of these considerable efforts. Rest assured that we will not let up.

This fundamental work, however, has not prevented us from pursuing developments on the product front. At Cannes, we are proud to present the first model from our **YOT** brand, the **YOT 36**, an outboard-powered catamaran offering more space, stability and comfort both at sea and at anchor than a monohull of equivalent size.

With models varying from 38 to 54 feet, the **BALI** brand continues to evolve, expanding its range from the top down, and we’ll be presenting new, larger, more innovative, and environmentally friendly boats in the coming financial years.

We look forward to welcoming you this autumn boat show season and wish you all fair winds and enjoyable boating.

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Retrospective, strategy and outlook

CATANAGROUP,

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Olivier and Aurélien Poncin

Ten years ago, our Group chose to refocus its entire boatbuilding activity in the multihull sector. In an economic world shaken by the financial crises of 2008 and 2010, the new strategic framework aimed to be part of a multihull market with undoubtedly greater potential than others, reflecting the emergence of a new trend among customers.

Already the owner of the **CATANA** brand since 2003, the Group had all the credibility to underpin its new strategy. Founded in 1984, the **CATANA** brand has built an undeniable worldwide legitimacy over the years, renowned for its blue water cruising yachts, which boast exceptional seakeeping qualities combining speed, robustness and comfort.

However, the offshore catamaran market was too small to meet the Group's needs in terms of business volumes and visibility. This observation was further reinforced by growing market demand for more leisure-oriented catamarans, leading **CATANA Group** to implement a strategy to penetrate this market.

Faced with powerful competitors that were already established and comprising well-known players, this conquest could only be achieved at the cost of a strong strategy of differentiation and innovation.

The success of a visionary approach

Almost 10 years ago to the day, **Olivier Poncin** presented the outlines of his **BALI** project to his inner circle. In a nutshell the idea was to innovate by pushing back the boundaries in order to satisfy a customer expectation that had not yet been fully satisfied.

And so, what would prove to be **Olivier Poncin's** last

major professional venture was to turn into a veritable success story that will mark the history of our sector for a long time to come.

As the quintessence of decades of entrepreneurship, this new project was to synthesise all the major lessons he'd learnt through good and not so good experiences of a career built on daring and pugnacity.

It took great audacity to dare to offer catamarans with a solid deck all the way to the bow, without a trampoline, in order to provide customers with a unique and exceptional living space. It was also to take a lot to offer the best possible open space with the pivoting, tilt and turn door, which has come to be known as the "**BALI Door**". At boat shows in the early days, we kept hearing, "It'll never work..."

The first model in the **BALI** range was to see the light of day in September 2014, followed three months later by a second model... The adventure was under way.

In less than a decade, the commercial success of the **BALI** range was to propel the Group into a completely different orbit and mark the success of the new strategic plan, during which time the Group would see its sales rise from € 32m to around € 200m this year, and its profitability become one of the best in the sector.

Sadly, **Olivier** is no longer with us, but he leaves behind him a solid company that he was also able to endow with new governance.

Keen to face up to the new challenges facing a company that had taken on a whole new dimension, and wishing to prepare for his succession, he had been working for several years to build a complete team with experience in all the company's key areas.



success story.

His son Aurélien has been part of the Group's management since 2006, meaning that a natural succession could be established very early on, and this has consolidated the desire to remain first and foremost a family group for the long haul. Unfortunately, fate precipitated this succession.

Sharing the same entrepreneurial and human values as his father, and surrounded by a solid, united team, Aurélien Poncin is now carrying the torch of a virtuous adventure that is far from having reached its peak.

Strong growth potential

While we remain true to our vision of being a "pure player" in the catamaran world, there are still plenty of opportunities for the Group.

First off, there is still much to do with our existing brands. The **BALI** range now has a fleet of 7 models, but there is still plenty of potential. Following the latest model, the **BALI CATSMART**, the company will soon be seeking to express its vision in the field of large yachts (over 60 feet).

Having received little energy from the Group over the last few years, the **CATANA** brand will remain a major strategic challenge in the future, with the aim of once again expanding the number of models and (re)taking an important place in the blue water cruising catamaran sector.

Finally, this year the Group announced its new ambition: to tackle the powerboat market, one which is nine times bigger than the sailboat market.

Back in June, the Group unveiled the name of its new brand, created exclusively for future motorboating activities: the **YOT** brand was born.

With the **YOT** brand, **CATANA Group** will demonstrate once again its ability to have an in-depth and visionary reading of the market and to provide an adapted and innovative response, once again in the face of seasoned competition.

YOT power catamarans will be produced entirely in Portugal, on a site totally dedicated to motorboating.

The new factory, which the Group has just launched, will benefit fully from the extensive industrial experience acquired by the Group over the last 10 years and will give the **YOT** brand a major industrial strike force.

CATANA Group also has a duty to make its contribution to the fight against global warming. While almost 90% of our company's carbon footprint is linked to the life cycle of our boats, our R&D department will have to contribute to research into processes that encourage the recyclability of boats, as well as drivetrain solutions that emit fewer greenhouse gases.

More generally, eco-responsibility will be an integral part of all the company's decision-making processes.

Well established in the sailing market and financially solid, Aurélien Poncin and his team are today opening a new chapter in the history of **CATANA Group**, whose roadmap has no shortage of ambitions.

Offering products at the cutting edge of innovation, constantly adapting to the needs of the market, remaining a flexible and agile company in such an unstable world, preserving a family spirit with a strong employer brand, and rising to the new environmental challenges will be **CATANA Group's** main commitments in this new virtuous era.



BALI catamaran assembly line in Canet en Roussillon



*L'Evolution des Performances Premium

5.7L V10

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**THE EVOLUTION OF
PREMIUM PERFORMANCE**



*Elevate your Bali experience
with Dream Yacht*



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SALES & OWNERSHIP



We offer you a customized and flexible range of ownership programs which will allow you to benefit from charter monthly revenues, no fixed costs or sailing on the best worldwide destinations, with our global operational support.

With unmatched ownership solutions and a commitment to excellence, Dream Yacht turns your Bali dreams into a reality.

Check the ownership program that suits your needs better, choose the dream Bali yacht, and get in touch with us. We will support you in the process with our qualified yacht brokers.

Your adventure begins here – own the Bali dream with more options, benefits and confidence.



Find us at the upcoming boat shows in fall 2023

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Exclusive first (fast) sail

900 MILES ABOARD THE CATANA OCEAN CLASS



Load conditions as if going blue water cruising:

- 7 people on board
- 920 litres of water
- 800 litres of diesel
- Air conditioning, 12 kW Generator
- 3 headsails
- Provisioning for 10 days at sea

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Crew profile (from left to right):

Guillaume: First Mate, **Alizé:** Watch leader and Chef, **Benjamin:** Our commercial Manager and skipper, **Théo:** the ship's doctor, **Ben:** Watch leader, **François:** The lifeguard. (Absent because shooting the photo, **Hugo:** On-board videographer)

Setting sail with the crew for the first offshore sail of the new Catana Ocean Class made the perfect opportunity to test a number of essential points to perfect this new Catana designed for ocean passage making:

- Performance under sail: in all conditions
- Offshore safety: in heavy weather situations
- Crewed life on board: validation of the enlarged living area and the liveable space with seven people aboard
- Ergonomics of the deck layout: for sailing manoeuvres and trimming with a short-handed crew operating watches of 1 to 2 people
- Comfort on board: thermal and acoustic insulation, ventilation, and passage through the waves

- Reliability of equipment and ease of access: electronic, electrical, plumbing, refrigeration, air conditioning, etc.

Preparation for the trip was done over the course of two days, during which the team concentrated on a number of different areas:

- Maintenance and preparation of the rig: changing and preparing the headsails, reefing lines and deck hardware

“...the boat safely reached an average speed of 9.7 knots.”

- Provisioning for the boat and crew: water, fuel and food for 10 days

- Weather briefing and sailing strategy

- Locating and checking all the essential safety features: engines, sail drives, bilge pumps, systems, etc.

4 HOURS BEFORE THE STORM

The first few hours at sea confirmed what the forecast had said: Rough.

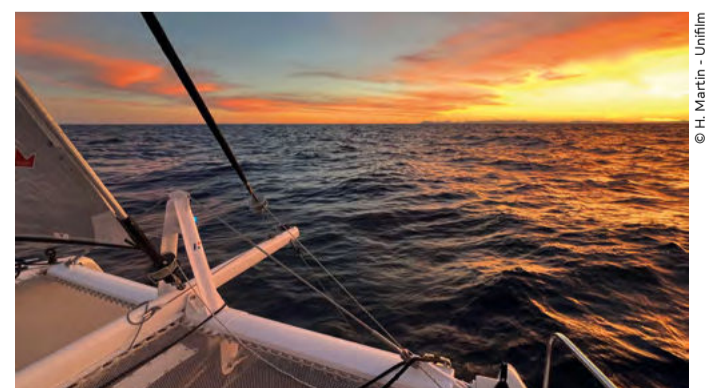
Waves of up to 6 metres on the beam and winds gusting to 48 knots. A great start to our first night on board!

To avoid taking any risks, the skipper opted for 3 reefs in the mainsail and 3 rolls in the genoa: safety comes first.

Conditions that propelled the boat along at more than 9 knots on a fine reach between 40 and 60° to the apparent wind.

48 KNOTS OF WIND AND 230 MILES LATER

By the morning, we were off the coast of Spain and it was time to take stock: all was well on board, and some of the crew had even been able to sleep peacefully. In terms of performance, the boat was coping very well with the waves and safely reached an average speed of 9.7 knots.



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Leaving the Gulf of Lion, we encountered milder conditions. The wind dropped from 15 knots to 10, in bright sunshine, marking the start of a fine day's sailing.

NIGHT WATCHES, MANOEUVRES: THE ON-BOARD ROUTINE IS SIMPLE:

From Day 2, the crew were able to organise themselves for setting up the night watches: 2 people per watch, 3 watches and 1 person on standby. The main idea was to validate the configuration of the helm station with a short-handed, novice crew.

As night fell, skipper Benjamin handed over to the first watch, made up of Alizé, the only girl on board, and Hugo, the videographer. The other crew members spread out among the 3 spacious cabins, while the skipper opted for the large sofa, ideal for snoozing while keeping an eye on the helm station, the bows and the chart table.

Silence is the order of the day in the extended living cell, and closing the windows on the sides and aft of the cockpit makes perfect sense, as they provide complete insulation from outside noise and temperatures. Especially in mid-November...



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The starboard sliding window is very useful for maintaining contact with the watchkeepers, but also for passing out all sorts of things (food, various bits of kit, clothing, etc.)

In the middle of the night, at around 2 am, the boat seemed to be gliding across the water, the log was reading 12.5 knots on a fine reach! Having already gained confidence in the OC during the storm on the first evening, the crew weren't keen to wake the skipper to take in a reef.

But the weather forecast was giving the wind strengthening to 30 knots, so it was time to call him. The captain went up to the helm to help the crew, and the decision was taken to put in two reefs, given the forecast.

The helm station is designed so that everything can be manoeuvred from the same space, so the tasks were divided up:

1. The crew member on the forward station put a few turns of the halyard on the starboard forward winch and then eased it out. He pulled down the tack end of the second reef using the port forward winch.
2. Comfortably seated behind, the helmsman eased the mainsheets while keeping them under tension using the aft winch and then took up the load on the clew of the second reef using the winch just forward.

The manoeuvre took less than 10 minutes, and they set off again more serenely to take on the waves!

DISCOVERING A SECRET ISLAND...

The forecast front lived up to its promises, giving 19 knots at 45°, which enabled the OC to perform well, even exceeding the routing forecasts, with up to 12.3 knots SOG close-hauled!



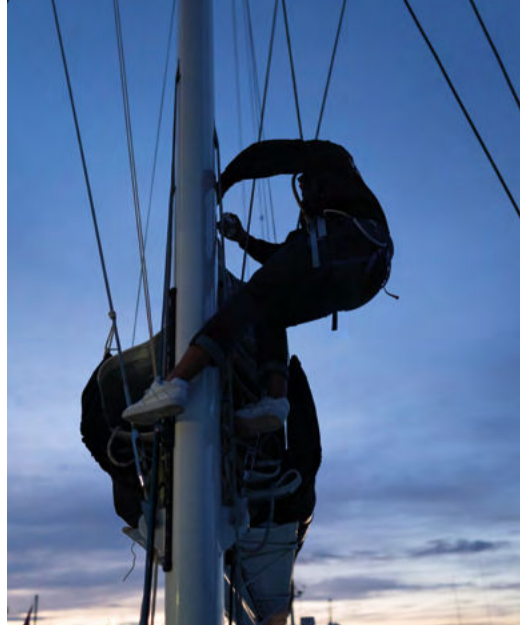
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The pleasures of steering the OC under sail were revealed at sunrise, off Cap D'Irta, offering an unrivalled experience to the crew, slowly waking up from a beautiful night's sleep at sea.

Land ahoy! Shortly before noon, Guillaume was on watch and he reported that he had spotted an island dead ahead: "L'Illa Grossa", one of the four groups of archipelagos that make up the Columbretes Islands. It is the largest island, with an elliptical. This made a great opportunity to get the drone out, just over 30 miles off the Spanish coast!

For the first time on the crossing, the wind died away. This meant the crew could do some headsail changes.

On the agenda: attaching the extra deck hardware, hoisting the spinnaker and setting up the Code 0 instead of the gennaker. All these manoeuvres were carried out by just one or two people.



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We've achieved our goal in terms of deck layout ergonomics! All the manoeuvres can be carried out easily, safely and by a very short-handed crew.

While all that was going on, Alizé and Benjamin were discovering in detail the comfort of the galley, which features:

- Three separate Corian worktops: for preparing food
- A large oven: big enough to cook up to 3 dishes at the same time
- Four burners: for cooking side dishes
- A microwave: for reheating food during watch changes.
- And the must-have for comfort: a dishwasher!

The beautiful sunshine, the view and the temperature that day were exceptional. In just a

few minutes, the cockpit was transformed into a terrace, completely open to the outside world.

ON COURSE NOW FOR BENISSA!

Sailing across the Bahia de Calpe offered ideal upwind conditions, propelling the boat between 8 and 9 knots at 40° to the apparent wind. Skilful slalom manoeuvres were needed to avoid the Spanish fishing boats, but the passage south of the Iberian Peninsula promised to be a sporting one, with a strengthening southwesterly front and big seas.

The **OCEAN CLASS** met these challenges by activating her sport mode, with her daggerboards well down.

Having rounded Cabo de Gata, the course turned west, making straight for Gibraltar. However, the weather forecast was giving another westerly front coming up from Morocco, with headwinds of up to 35 knots and an 8-metre swell. To ensure the safety of the crew and the boat, it was decided to put in at Almerimar, offering a well-deserved rest and an opportunity to revictual.

The crew reached the port of Sotogrande in ideal conditions to enjoy a spectacular sunrise, hoist the sails one last time and cross paths with a school of dolphins. These graceful moments allowed us to admire the beauty of nature in all its splendour, between the movement of the ocean and the playful appearances of the marine life.

After a lively passage, the crew returned to shore, ready to take stock of this extraordinary experience. The conditions encountered enabled all the **OCEAN CLASS's** technical systems to be successfully tested, confirming her reliability and seaworthiness.

The interior facilities were also greatly appreciated, offering unparalleled user-friendliness for the 7 crew on board.

The pleasure of life on board, sharing the experiences, and conviviality were the key words of this voyage aboard the **CATANA OCEAN CLASS**.



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© D.R.

**/ THE
RENDEZ VOUS
BALI**

*An exclusive experience right
in the heart of our shipyard!*

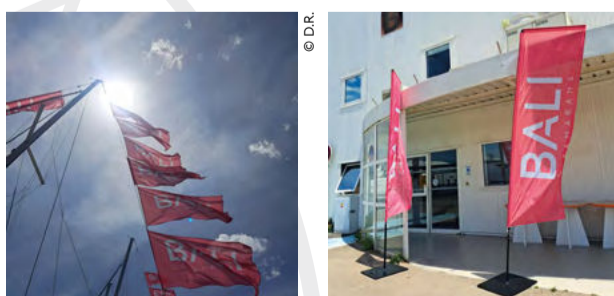
Over the course of two exceptional days, our dealers and customers had the honour of taking part in an exclusive event right in the heart of the Catana shipyard. An event dedicated to discovering our sailing range of **BALI CATAMARANS**.

This private boat show made the ideal opportunity for everyone attending to fully immerse themselves in the fascinating world of the design of these exceptional sailing yachts.

It was a real opportunity to the know-how and the passion that goes into every stage of their creation.



© D.R.



© D.R.

© D.R.

Customers, accompanied by our dealers, were able to explore **BALI** catamarans in complete privacy. Our experts were on hand to share their in-depth knowledge and passion for sailing.

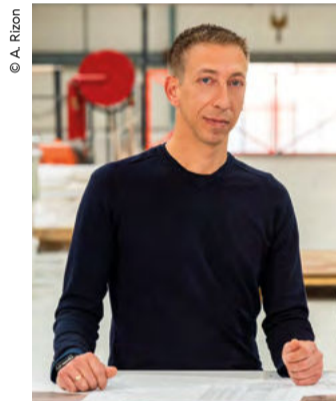
The event was also open to shipyard staff, giving them a unique opportunity to see the fruits of their labour up close and be proud of their contribution to the creation of **BALI** catamarans.

The **BALI** Rendez vous was a great success, bringing together nearly 300 people in a welcoming and friendly atmosphere. We're looking forward to seeing you there again next time.

Production sites



EXPANSION AT THE RIVESALTES INDUSTRIAL JOINERY



Interview with Ruddy Minnaert, Rivesaltes Production Director:

Our industrial joinery department at Rivesaltes, near Perpignan in the South of France, is at the midst of a major expansion and redevelopment project. This facility is of vital importance in the manufacture of furniture and wooden and polyester components for the boats built at our French shipyards.

Can you explain the reasons behind the expansion and redevelopment of the Rivesaltes production site?

First of all, there's been a significant increase in demand for the boats we manufacture. This increase encouraged us to review our production capacity in order to respond effectively to market needs.

To improve our responsiveness and ensure better cost control, we took the strategic decision to reorganise certain activities and stop subcontracting.

We are now in a position to closely control each stage of the production process, enabling us to better respond to the specific needs of our production.

In addition, the expansion will mean we can increase our production capacity by adding new equipment, improve our operational efficiency and ensure higher quality production.

At the same time, we're proud to be helping to create local jobs through this investment.

Can you tell us a bit about the new buildings added to the production site?

The first building, with a footprint of 700m², has been fitted out over two levels. Of 600m², 300 is reserved for brand new social facilities and 300 for offices. This will enable us to improve working conditions for our staff and strengthen our internal organisation.

The remaining 400m² has been devoted to extending our production areas. This additional area will enable us to increase our production capacity.

The second building is dedicated exclusively to production, with a footprint of 765 m². This additional area will enable us to optimise our manufacturing process and reorganise equipment to improve production efficiency.

In total, these additions represent an increase of 1,165 m² in production space. This expansion will enable us to continue to develop our business and better meet production needs.

What are the main benefits expected to come from this expansion in terms of production capacity and efficiency?

The expansion of our production



facilities offers a number of significant benefits in terms of production capacity and efficiency.

The main benefits we expect to see are:

Separation of activities: with the new buildings added, we've been able to establish a clear separation of activities within our industrial joinery division.

This allows us to better organise and optimise our operations. In particular, as soon as work is completed, we will now have separate areas for cutting polyester cloth, cutting furnishings, and cutting and assembling the boat's structures.

This separation gives us more fluid and specialised management of each stage of the production process, which should lead to a significant increase in the overall efficiency of our business.

Increased production: thanks to the expansion, our production capacity will improve significantly. The new space will enable us to work on several projects simultaneously and respond more quickly to demand.

What is the timetable for completion of the expansion?

Expansion work is scheduled to be completed by the end of September 2023. By then, the entire site will have been completed, including

the interior fit out, offices and social facilities.

From the end of September, we'll be moving the machines to set up the separation of activities within our industrial joinery section. This step is crucial to optimising our operations and increasing our production efficiency.

The expansion marks a major step for the company, and we're looking forward to seeing the positive results it will bring across the board.

What other improvements are in the pipeline to accompany this expansion and improve production processes?

In addition to the physical expansion of the production site, there are a number of other improvements planned to accompany this as well as improve our production processes.

In September, when the buildings are operational, we will be installing new production tools.

We also attach great importance to the well-being of our employees. With this in mind, we are planning to make improvements to the outdoor facilities.

Once the installation is complete, we will be able to have around 120 employees at our expanded site, compared with the current figure of 97.

Testimonial:

> The story of a chance meeting with a BALI 4.4

By Jean and Sandra Bernard



© Leon & Salim

“We’re increasingly attracted by the features of the BALI.”



© Leon & Salim



© Leon & Salim



© Leon & Salim

I’ll try and keep the story short, but we had an excellent evening discovering this model, about which I fully admit I had been very much mistaken...

We swapped tales of our experiences, and they “sold” us this boat, explaining their choices, justifying them, and asking us how we would do it on our monohull.... Sure, they had quite a few valid arguments... but we weren’t for giving in, because there are also things a monohull can do that a catamaran can’t!

Basically, it’s all about compromise...

*After that wonderful evening, it must be said that neither Sandra nor I looked at **BALIS** in quite the same way... we saw definite advantages in them, and the idea (and above all the acceptance of switching from monohull to catamaran) was beginning to take root.*

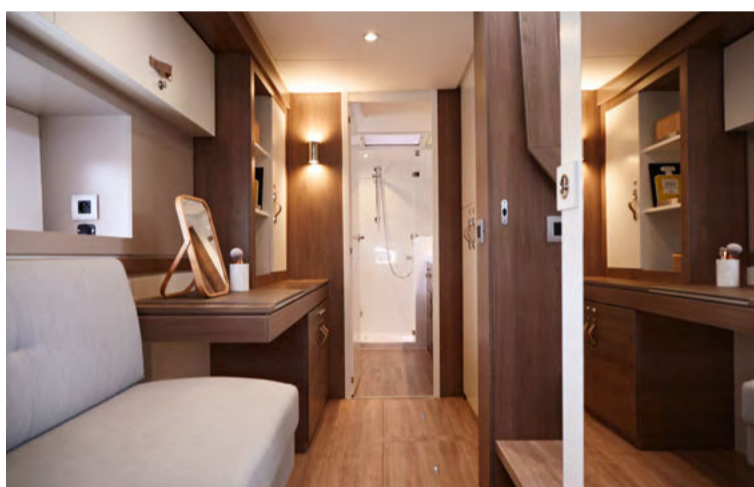
*At the 2022 Multihull Show in La Grande Motte, we made an appointment to see the **BALI 4.4**, because it’s the only model with a flybridge but a boom that’s still accessible to sailors like us! Not only that, but we find the boat better balanced, with a larger sail area and more elegant lines, less high up on the water.*

We come from the world of monohulls. We had a Dufour Arpège, with which we crossed the Atlantic; we’ve had 3 Jeanneau yachts of different sizes, and our last boat was an Oceanis 51. We’ve made 4 Atlantic crossings (2 round trips) and 2 Mediterranean circuits. We’re not counting the summer cruises here and there, but that brings us to just under 35,000 miles in all.

There’s no doubt about it, we’re monohull people! At least, we were until... until the day we met Jacqueline and Patrick in an anchorage in Menorca, at Cala Coves to be precise. Their tender was getting stranded in the bay with an outboard that wouldn’t start... they were getting dangerously close to the cliffs. Our dinghy was already in the water and ready

to go, so I immediately went to their aid and got them back to their boat, anchored further into in the bay, in almost no water... Because yes, a catamaran has the advantage of being able to anchor in very little water. Naturally, in the evening, Jacqueline and Patrick invited us for a drink on their boat, to thank me for helping them.

We arrived at around 7.30pm at their **BALI 4.6**, which they had just taken possession of in La Rochelle. There was a lot of prejudice on our part: a **CATAMARAN**, and a **BALI** at that! On the face of it, surely, we weren’t going to have much in common with these people... To tell the truth, we’d never had a close-up look at these boats, because “caravans on the water” just aren’t our thing.



We're increasingly attracted by the features of the **BALI**: the up-and-over door at the back, the surface area of the forward cockpit (which we took full advantage of during the evening aboard the boat of our "rescuees"), and the space! Everywhere! in the nacelle, in the cabins, the large galley, the American fridge, the very large saloon, etc...

There was just one question to overcome: performance. As you can imagine, coming from a monohull, we're not prepared to make any compromises either. Comfort at anchor is all well and good, but sailing is the one area where we're not prepared to make any concessions. So we made an appointment with the shipyard directly at Canet-en-Roussillon, where they have a demonstration fleet available all year round. It was easy to choose the date, and off we went!

20 knots from the south, slight sea, bright sunshine: I-DE-AL!

Richard, the skipper, manoeuvred the boat out alone, while we helped him by stowing the fenders in the large bow lockers (deeper than I am tall...!). We set off downwind, so he decided to hoist the lot. Looking

back, I think that was to impress us... But he did a good job of that: 20 kts TWS, 130° to the wind, full mainsail and solent, and we were rolling along at 12 knots...

We were sat in the forward cockpit, with both doors (forward and aft) wide open, the boat flat, not a drop of water over the boat: WOW.... And above all: not a squeak. The boat is silent. Richard explained that because the boat is fully decked at the front, it is less flexible, works less, and therefore doesn't squeak... QED.

On the way back, Richard decided to keep the full main up and use the solent to get close to the wind. The seas weren't rough, so the boat could hold them. And indeed, we sailed upwind between 35 and 40° off the wind at between 8 and 9 knots, which is pretty honourable compared to our monohull, which would have already been properly heeled over with 1 reef in the mainsail...!!!

One look from Sandra on the way back in, and I immediately realised that this was going to be our next boat! She will be delivered to us this autumn, with NANNI engines (we've just found out), but the way the

boat is built, the way she sails, and the way we were received at **BALI** on our visit to the factory and trying out the boat, we have full confidence in the yard and its choices, despite all the setbacks we all experience when we receive a new boat, from any yard...



Reducing the environmental impact of wiping with KIMBERLY-CLARK PROFESSIONAL™

Wiping is an important task in the manufacturing process, from hull design to boat interior outfitting: waxing the moulds, cleaning traces of glues or resins, preparing surfaces ahead of gluing, etc.

Until now, wiping was carried out with white cotton cloths to avoid colour marks on the white gel coat, and with fibre for the least accessible areas.

These textile cloths produced too much waste for the group, and their use did not meet the company's sustainable development objectives.

To meet these objectives, **CATANA Group** selected, tested and implemented an alternative with WypAll® X60 and X70 non-woven cloths.

"It's important to understand that the wiping required as part of the production process does not allow for the reuse of the cloths involved, and that the environmental objectives involve finding a solution that reduces the volume of waste, transport and storage while preserving all the same wiping qualities," explains **Nathalie Lucas**, HR & HSE Director at **CATANA Group**.

These new solutions were integrated this spring on the **Bali 4.4** and **Bali 4.6** production lines at the Marans plant, near La Rochelle.

The reduction in volume of waste and storage is estimated at between 20% and 30%, with a proven guarantee on the quality of wiping tasks.



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your boat must be
entrusted to the dedicated
eco-organisation.**

More info at www.quefairedemesdechets.fr

APER, *the Association pour la Plaisance Eco-Responsable (Association for Eco-responsible boating), has been approved by the Ministry of Ecological and Solidarity Transition to manage the destruction and recycling of end-of-life recreational and sports boats. This is a world first.*

Despite a lifecycle lasting 2 to 4 times longer than a car, a recreational boat is not eternal. Every year, hundreds of boats reach the end of their lifecycle and need to be taken care of so that they can be properly withdrawn from the market, while respecting the environment and the regulations.

*Entrusting your old boat to **APER** is a free solution that helps preserve the coastline and avoids the cost of keeping them. **APER** deals with the dismantling, recycling and recovery of end-of-life boats free of charge for everyone.*

*Today, on average, 72% of the boats entrusted to **APER** are recovered in the form of material recycling or energy production, by approved professionals. The aim is to reach 100% over the next few years.*

Eligible boats are leisure craft between 2.5 and 24 metres long, registered in France.

Find out more about the dismantling system at <https://www.recyclermonbateau.fr/>

Before
www.recyclermonbateau.fr

After

APER
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ECO-RESPONSABLE

Is your boat old, beyond repair, unseaworthy?
The APER allows you to deconstruct, recycle and enhance your boat end-of-life pleasure craft, free of charge, in one of its approved centers. You are making an ecological, responsible and sustainable gesture. For a clean beach, where the only trace you will leave will be that of your footsteps.

An eco-organization created by
FÉDÉRATION DES INDUSTRIES NAUTIQUES

Dismantling and its sector

Interior fittings and equipment

Wood: recycling into chipboard panels, energy recovery.



Deck equipment, ballast, rigging, engines, etc.

Metal: (reuse and recycling).



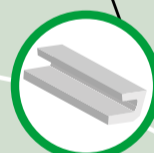
Distress flares

Dedicated sector: (PYRÉO*).



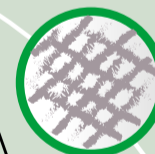
Plastic equipment

Dedicated channels for reuse, recycling and recovery.



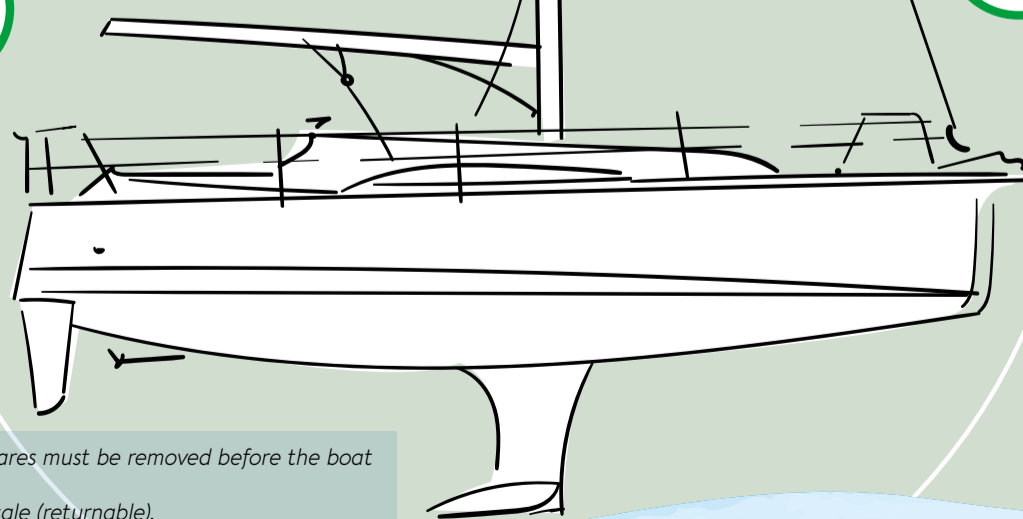
Hull and deck

Composite sector: shredding and conversion into SRF (solid recovered fuel) for energy recovery. Material recovery projects are underway in several sectors involving composites, with the aim of increasing volumes and finding recycling outlets.



Electrical and electronic equipment

WEEE sector: depollution and recycling.



* Gas bottles, fire extinguishers and distress flares must be removed before the boat is transported to the centre:
- Gas bottles: to be returned to the point of sale (returnable).
- Small fire extinguishers: return to the point of sale or to a waste disposal centre.
- Flares and distress flares: return to your chandlery (PYRÉO).

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