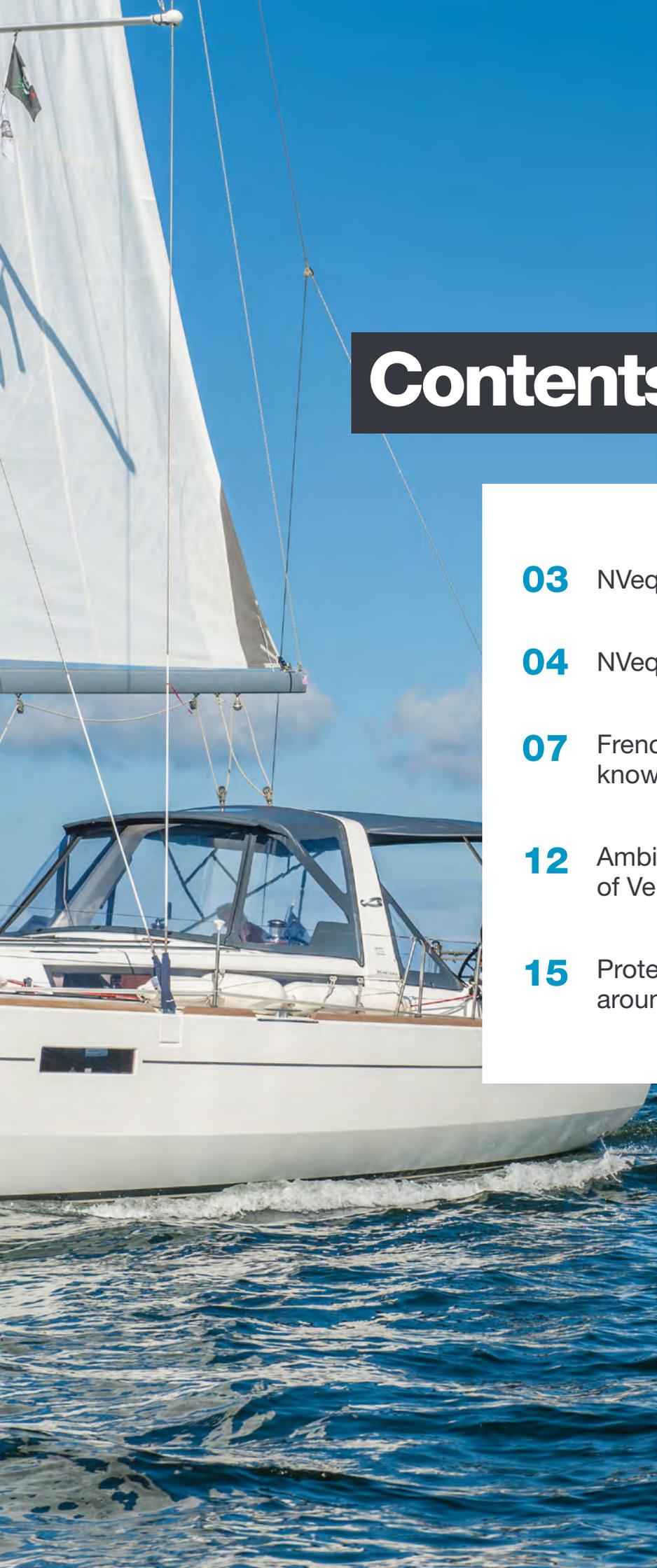




Press Kit

2022





Contents

- 03** NVequipment in brief
- 04** NVequipment from yesterday to today
- 07** French Manufacturing through artisanal know-how and industrial performance
- 12** Ambitions and commitments of Vendée SMEs
- 15** Protecting and outfitting boats around the world

NVequipment in brief

Established in 1977, NVequipment has become the worldwide reference for outdoor protection on boats.

This independent Vendée-based company designs and manufactures equipment tailored to each cockpit model, and specific equipment to fit all types of boats, whatever the sailing programme.

For 45 years, the NV brand has been a guarantee of precision know-how customised to each request and to each project. The wide range of equipment for boat and crew is entirely designed and manufactured in-house, in the company's design office, canvas workshop or mechanical workshop; fitted and assembled with great precision, each piece is unique and made to order.

Today, NVequipment is the only major European manufacturer combining industrial performance with craftsmanship. Its industrial approach meets the requirements of a niche market and the expectations of small production runs. Organisation is key.



© Tony Gilliou

NVequipment from yesterday to today

■ 1977

Josette and Jean-Yves Chevalier, two great sailing and travel enthusiasts, created their own sailmaking company, Normandie Voiles.

1987



Normandie Voiles becomes NVequipment; the couple leaves sailmaking to launch their new covers business.



1990

The couple move to Saint-Gilles-Croix-de-Vie in the Vendée department and, 10 years later, decide to sell the company to go back to sailing and exploring the world.

2000



Pascal CARDI becomes the CEO of NVequipment.



The company remains in Saint-Gilles-Croix-de-Vie, close to major French boat builders located along the Atlantic and Mediterranean coasts: Dufour, Catana, Allures, Fontaine-Pajot, Privilège, Alubat, Groupe Bénéteau/Jeanneau, etc.

Key figures 2022



100 %
made in France !



2022 revenues
15,7 M€
i.e. 13 % growth
compared to 2021
and 19 % compared to
2019 (base year).



18 M€
Outlook : 2023 sales



The company has doubled
in size over
10 ans



15 000
products in 8,300 different
references leave our
workshops each year.



180
employees to date, including
130 in production, 20 in
marketing and sales, 20 in
the office and 10 support
functions.



2
distribution markets: new
boats and aftermarket boats.



International
sales presence
50
pays en 2022



90
second-hand boats for every
10 new boat around the
world.



© Tony Gallo

NVequipment's Distribution Channels

Every year, more than 15,000 products, including 8,300 different references, leave the NV workshops.

Outdoor protections, each of which is uniquely handcrafted, are sold worldwide through a vast network of retailers. NVequipment intends to use its international presence to drive growth, mainly in countries where it is already well established, such as Spain, Germany, England and Italy.

The boating market is divided into four segments: Leisure boats, Cruisers, Multihulls and Large Boats.



CRUISERS



LARGE
BOATS



LEISURE
BOATS



MULTIHULLS

Within these segments, NVequipment serves two separate markets each with their own challenges.

- Firstly, new boats with main customers being boat builders and brand retailers.
- Then, the second-hand market with retailers, stores and sailmakers, maintenance yards, boat preparers and rental companies. The aftermarket is growing rapidly and is very important for business at NVequipment: for every new boat sold in France, 8 are sold second-hand.

“ Foreign countries represent 34% of our sales. Until we get to 50%, I will not be satisfied. Pascal Cardi ”

French Manufacturing through artisanal know-how and industrial performance

Industrial “customisation”

For 45 years, NVequipment has been helping sailors indulge their passion by providing onboard comfort and protection, whatever the outing at sea.

NV products cover, protect, personalize and add a touch of comfort on board to make the most of sailing. Nvequipment has grown up alongside boat owners, who want products that fit their boat. Today, the company combines quality “custom” products (made-to-measure such as the bimini) with small performance production runs and the precision of industrial products. This vision of the business is reflected in the organisation by flows with quality control at each stage of manufacturing.

Rigor and precision in the assembly of flexible materials, deck fastenings and bending of stainless steel and aluminum structures. This know-how is rooted in the experience and skills acquired over the years.

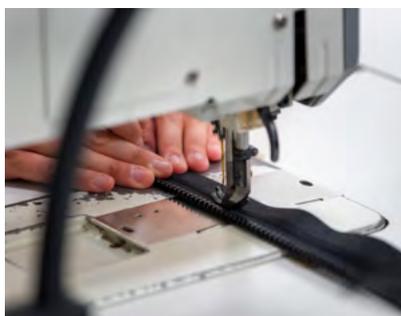
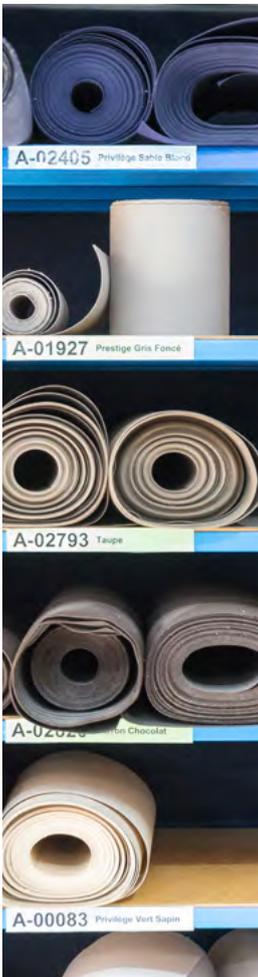


STITCHING WORKSHOP

Precision, golden fingers

Assembling flexible materials requires real dexterity. The various parts of the canvas are cut out by automated machines using digital files. They are then collected and stored before being assembled by sewing. This assembly is carried out by an operator.

The final phase in the manufacturing process is performed by finishing operators, who fit the connecting pieces, visually inspect all the products, clean them to remove dust, and carefully fold them before packaging.





MECHANICAL WORKSHOP

Conformity and strict requirements

The mechanical workshop has grown dramatically over the past 5 years due to the increasing size of metal structures on boats.

As for the fabric, after semi-automated cutting of the tubes, followed by rolling/bending and dimensional checks for bending compliance, the next key step is assembly, including various operations such as drilling and pop riveting, welding, polishing, and surface treatment.

On leaving the fabric or mechanical workshop, each product is assigned to a boat, visually inspected, tagged for traceability monitoring, and carefully cleaned before packaging.



R&D AND DESIGN OFFICE

Innovation, design, technicality

The use of computer-assisted design and virtual reality helps us to enhance our design methods, to innovate, and to bring even greater precision to our modelling and design choices.

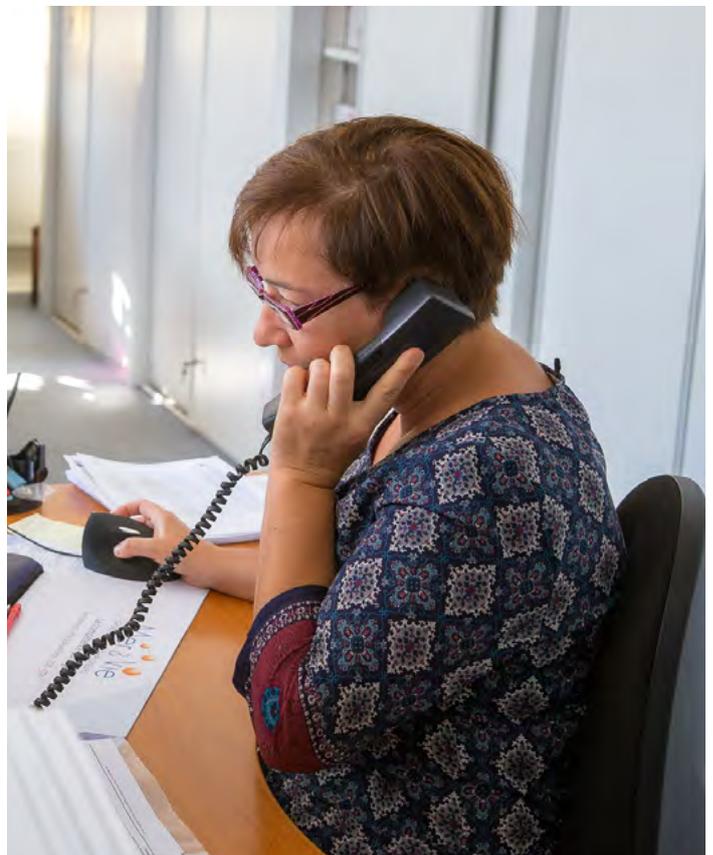
Project development means taking account of the onboard environment, circulation ergonomics and functional needs based on the intended use and purpose of the boat.

CUSTOMER RELATIONS

Satisfaction and service

Customer relations have been at the heart of the company for 20 years, and are changing with the launch of the Consumer and Professional websites.

Responding to daily requests from European boat owners and professionals in their own language is a real challenge in terms of service and dialogue with our customers. The NV brand uses digital technology to stay in touch with boat owners who are increasingly connected and better informed before they make their purchases.





Passing on knowledge and values

The production skills at NVequipment are unique to the company and cannot be learned at school.

Passing-on knowledge and values by previous generations is an integral part of the company's activity. Each new operator is trained by specific tutors within the company. A gradual increase in competency is supervised by line managers. For a stitching operator for example, it takes about 2 to 3 years to master all the techniques and precision of the job perfectly.

To further this transmission of knowledge, NVequipment has engaged the services of a **professional specialised in neurosciences and educational engineering** (learning, digital learning)



“ *The goal is for each new employee to enter a structured process of sharing best practices and passing on NV knowledge,* explains Catherine CARDI.

Ambitions and commitments of NVequipment





CSR and innovation at the heart of our business



Since spring 2022, the excellence cultivated for more than 45 years by NVequipment has been recognised by a French government label: **Entreprise du Patrimoine Vivant (EPV)**. Created in 2005, it is awarded by the Ministry of Economy and Finance for a period of 5 years.

Far from being reserved for the arts and crafts or culture, the label includes manufacturers who are committed to high performance in their profession and products, to internal training, to a technically and socially innovative approach and to a dynamic sales strategy. Companies with the EPV label keep their production in France and foster a French economic and cultural identity in sectors with high added value.

« Our Living Heritage label is a great source of pride for all our teams. This is reward for the quality of our work, highlighting the core values of our company and proving the uniqueness of our business model », says Catherine CARDI.



A member of French Fab since 2018, this small French enterprise is clearly displaying its values of agility, performance,

innovation and attractiveness: « French Fab is flying the flag for modern French industry. It's a demonstration of French industry working together as a team », says Catherine Cardi, NV marketing director.



In order to offer a quality management system and continuously improve customer satisfaction, NVequipment has been certified **ISO 9001** since 2007. Since then (15 years ago), NVequipment is the only OEM company in Europe to have been awarded this standard.

In application of the French law on professional equality between women and men, NVequipment has calculated **an index to measure the company's wage gap between women and men**. The calculation of this index reveals a score of 79/100, as of 1st March 2022. NVequipment is committed to the highest possible level of gender diversity and equal treatment within its teams.



NVequipment is growing with rapidly developing business

The company is forecasting 2021 revenues of €14 million, up 28% on 2020, and 5% growth on 2019, the reference year.

After doubling in size over 12 years (from €8 million sales in 2010 to forecasted €16 million sales in 2022) and after going through several periods of crisis (2008, 2012 and 2020) NVequipment hopes to reach €20M in sales by 2024-2025.

Following a strong period of recruitment, NVequipment employees will number 180 by the end of 2022.

Dynamic investment to meet a growing business

At the end of 2021, NVequipment started work on expanding its fabric production workshop. It started operations at the beginning of 2022 and bring together all the staff in a redesigned space.

- The investments made in 2021 and 2022 will result in a 4,400m² workshop for canvas manufacture and a 1,500m² mechanical workshop: *«with a total surface area of nearly 6,000m², the “new generation” workshop will modernize and simplify our industrial processes, optimise working conditions for all our employees, and boost our efficiency and reactivity to respond rapidly to demand from our customers»*, explains Pascal Cardi, President and CEO of NVequipment.
- E In 2022, of the overall budget of €850k, more than €500k were invested in the digitalization of processes. NVequipment is committed to strong continuous and virtuous improvement, driven by digital technology. Indeed, all production operators no longer work with paper but using touch screens or personal computers. NVequipment is actively digitalising its processes to improve employee comfort and time to market.
- Another part of the investment will be devoted to developing products or fitting out workshops.

Protecting and outfitting boats around the World

Offering all boat owners the pleasure of sailing and enjoying their passion to the full by designing protection and onboard comfort products that are practical, modular, stylish and fitted to all types of sailing and to each model of boat.

- NV provides proven expertise in the technical performance of its equipment, subjected to harsh environments and conditions, offering a wide range of equipment of the highest quality to allboat owners.
- Designer of outdoor protections for all types of boats, with the manufacturers of over 40 brands of European sailboats, motorboats and multihulls, NV develops different types of outdoor protections in small and medium series.
- Partner to the world's largest rental fleets, NV has been outfitting Sunsail and Moorings (T.U.I. Group) and Kiriacoulis for over 35 years.

“ We style, protect, customize, fit out cockpits and provide comfort on board, to help boat owners live their passion to the fullest.
Catherine CARDI,
Marketing Manager
NVequipment.

JEANNEAU



Our product policy

It is aimed at end users, boat owners, and at trends in sailing practices. NVequipment regularly updates its catalogue to inform all boat owners.

The NV product catalogue can be viewed on the nvequipment.com website through the search engine. Boat owners can search for a product in different ways.

> By type of boat
(sail, motor, semi rigid)

by also entering the boat make, year and model(old or recent). In this area, internet users can also do a search by Technical Data Sheet.

> In the “ACCESS by NVequipment” section

offering a wide range of multibrand leisure equipment and accessories by NV. Practical, accessible, ready to use and compatible with a large number of brands, ACCESS by NV products have been specially designed to easily and rapidly equip your boat.



> By the equipment use according to protection needs.

Users can therefore search for protection from sea spray, the sun, the cold, or find equipment suitable for mooring. Within these product families, ranges are organised to offer a wider choice to boat owners.

Spray protection



Sun protection



Cold and wind protection



Winter & mooring protection



Access range



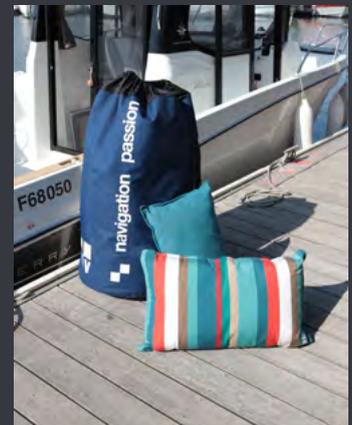
New
in 2021

In the search for proximity and to meet the expectations of boat owners, in particular those of second-hand boats, **NV has developed a range of products for -36' sailboats and -9m leisure powerboats called ACCESS.**

Boat outfitting is essential.

Today's boat owners are looking for practicality and comfort on board and a way of extending the life of their equipment, at an affordable price. This new range of reliable, robust products is compatible with a large number of models of sailboats whatever the year of manufacture.

Under-boom sunshades, canopies, grab bags, cushions and seats... a whole range of accessories and equipment added to every year by our teams.



Press contacts

Martha RP, agence B17 Communication
Astrid Largement
astrid.largement@b17.fr • +33(0)2 40 89 78 74

NVequipment

3, rue des Électriciens
85800 SAINT-GILLES-CROIX-DE-VIE