


CW

compositeworks

LARGE  
YACHT  
REFIT





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## **AWARD-WINNING REFITS & MASTERFUL LARGE YACHT TRANSFORMATIONS**

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*Over the past 19 years, Compositeworks has delivered 800+ projects, managed refits for over 25% of the world's megayacht fleet and forged an international reputation for exceptional service, technical knowledge and timely deliveries.*



## KEY FIGURES



Unlimited

Unlimited LOA capabilities



800+

Total number of refit projects since opening doors in 1998



30+

Dedicated team of over 30 project managers and technical supervisors



85%

Over 85% of 100m+ clients return to Compositeworks



350+

Workforce of over 350 industry specialists, 120 full time employees



18

A truly multi-cultural team with 18 nationalities

# SERVICES

ACHIEVING YOUR GOALS THROUGH TECHNICAL EXPERTISE

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*Compositeworks provides high-end solutions for every aspect of large yacht refits, from basic maintenance works & class visits to extremely complex major modifications.*

*The various shipyards that we run and operate from cater for yachts over 30 metres in length, with a history of excellence in handling megayachts in excess of 100 metres.*

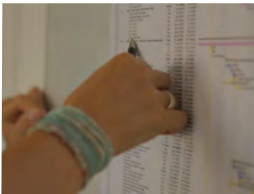
*Whatever your needs, however simple or seemingly ambitious, we have the right facilities coupled with the specialist craftsmen and organisational skills to deliver a project that runs like clockwork*



## DRY-DOCKING AND HAUL OUT

With over one hundred interventions each year, the lifting and chocking of your yacht is not taken lightly!

**Dry dock - Cranes - Gantry cranes  
Cradle - Yacht lift - Logistics**



## PROJECT MANAGEMENT

Members of our 30 strong, international project management team are dedicated to successfully delivering your project and always show huge commitment to meeting client expectations. Since the end of 2016, all projects are run through a secure online portal that is accessible to clients via an app or through the web.

**Planning - Quality Control - Quotations - Invoicing - Client interface  
Procurement - On-board foremen - Contracts**



## TECHNICAL SERVICES

Our technical office provides naval architecture & engineering expertise to clients at every stage of the project. From Interior and exterior design, structural modifications, stability and weight studies to surveys and technical reports.

**Naval architecture & engineering - Interior design - Exterior design & styling  
Structural modifications - Stability and Weight Studies - 3D scanning & modelling  
Class Surveys - Paint Surveys - Technical Reports**



## PROJECT SUPPORT AND ADMINISTRATION

We ensure that any project, whatever its size, runs as smoothly and as safely as possible. Clients as well as Compositeworks teams and subcontractors are expected to follow our strict HSE guidelines. We provide assistance with various admin tasks such as customs and importations, insurance and risk avoidance admin.

**Customs and Importations - Administrative Tasks - Risk Assessments  
Storage - Tenders & Toys - Health & Safety - Recycling**



## CONCIERGE SERVICES

Because we understand that a happy crew is an efficient crew, our concierge service assists the crew with just about anything including admin tasks such as visas and off-site housing when necessary. Find out more about our crew concierge services here.

**Admin - Reservations and cancellations - Activities - Social events**



### SYSTEMS AND EQUIPMENT

Having worked on some of the largest and most complex yachts in the world, we understand the intricacies of your hardware. We have strong working relationships with the leading suppliers in the world and will always supply a suitable solution for your yacht, whether from working with the OEM or helping you source an alternative, more cost-effective option.

**Air Conditioning - Electrics - Electronics - Hydraulics - Refrigeration  
Engines - Generators - Shafts - Propellers - Rudders - Stabilisers**



### COMPOSITE

As our name suggests, we have a history of doing composite works! Although this is no longer our sole area of focus, we still run a state-of-the-art workshop where we work essentially on component manufacturing and repairs.

**Composite Components - New Construction - Composite Repairs**



### PAINT

We paint over 15,000 M2 per year. La Ciotat is well equipped with a 50-metre paint cabin and an extensive portfolio of renowned contractors who are capable of handling any refinishing projects. Our aim is always to exceed our clients' expectations, especially when it comes to luxury finishes.

**Fairing - Top-coating - Antifouling - Blasting - Tank Treatments  
Interior Lacquers - Refinishing - Paint shed - Tenting**



### INTERIORS

Successful interior refurbishment requires extreme attention to detail. Although our locations benefit from great local talent, we can source specialist trades from further afield.

**Upholstery - Embroidery - Leather - Appliances  
Marble - Furniture**



### METALWORKS

Working on complex modifications & repairs such as extensions involving the overall structure of yachts makes metal works an important part of most of our projects, which is why we only work with certified professionals.

**Structural Modifications - Extensions - Repairs  
Welders - Plumbing - Piping**



### CARPENTRY

Beautiful carpentry has a resounding effect on the overall look and feel of any yacht. Whether it be teak decking or interior joinery, we select the finest specialist craftsmen for each task.

**Interior Joinery - Exterior Furniture - Decking**



### SAILING SPECIFIC

Lifting keels, canting, rigging, masts... when it comes to sailing yachts, we have a particular passion and this is something that all of our clients in this specialist sector recognise.

**Lifting keels - Canting keels - Rigging - Masts**

## YOUR JOURNEY WITH US

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*Our goal is to create long term relationships with our clients and this can only be achieved through developing trust. Trust that we will deliver, in terms of quality, price & timeframe and above all a positive client experience for the duration of the project. With over 85% of large yachts returning to us over and over again, Compositeworks has proven that it is one of the most trusted refit shipyards in the world.*

1.

### THE IDEA

OUR SKILL IS IN TRANSLATING THE IDEA INTO REALITY

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We've worked with some of the greatest designers in the industry and with some seriously forward thinking owners (their idea is our speciality!). Every project, however seemingly easy or even crazily ambitious it may appear, is approached as an opportunity to be creative, improve our performance and ultimately reinvent our profession. Despite the fact that Compositeworks management has over 1000 years of experience combined, we learn something new on every project.

2.

### QUOTATION

COMPREHENSIVE AND ACCURATE FROM THE BEGINNING

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No matter where you are in the world, our international sales team are available to discuss your project face to face. They are in close liaison with our technical office and will provide you with the most thorough and detailed quotes in the industry.

3.

### CRAFTSMEN SELECTION

A SUCCESSFUL REFIT BEGINS WHEN SELECTING THE RIGHT PARTNER

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Compositeworks brings great added value to its clients during this crucial phase of identifying the right specialist craftsmen for your project. While some projects will require works from the original contractors, other refits might require working with lesser known talents.

4.

### PLANNING

MORE ADVANCE THINKING AND PLANNING, LESS WORRYING!

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Good preparation is key to creating a project that will run like clockwork. We have experience of overseeing over 800 projects and leave no stone unturned when it comes to planning. By the time the yacht arrives at the shipyard, everything is in place to begin work. And because no project is immune from the occasional surprise, we will move heaven and earth to solve any unforeseen problems and maintain the delivery schedule.

5.

### TEAM STRUCTURE

BECAUSE GOOD COMMUNICATIONS IS AT THE HEART OF A SUCCESSFUL PROJECT

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Particular care is always taken when forming the refit team, which is structured specifically for your project. When you arrive at Compositeworks, the vessel will be provided with all of the information you will need throughout the project, from HSE guidelines to useful contact details.

6.

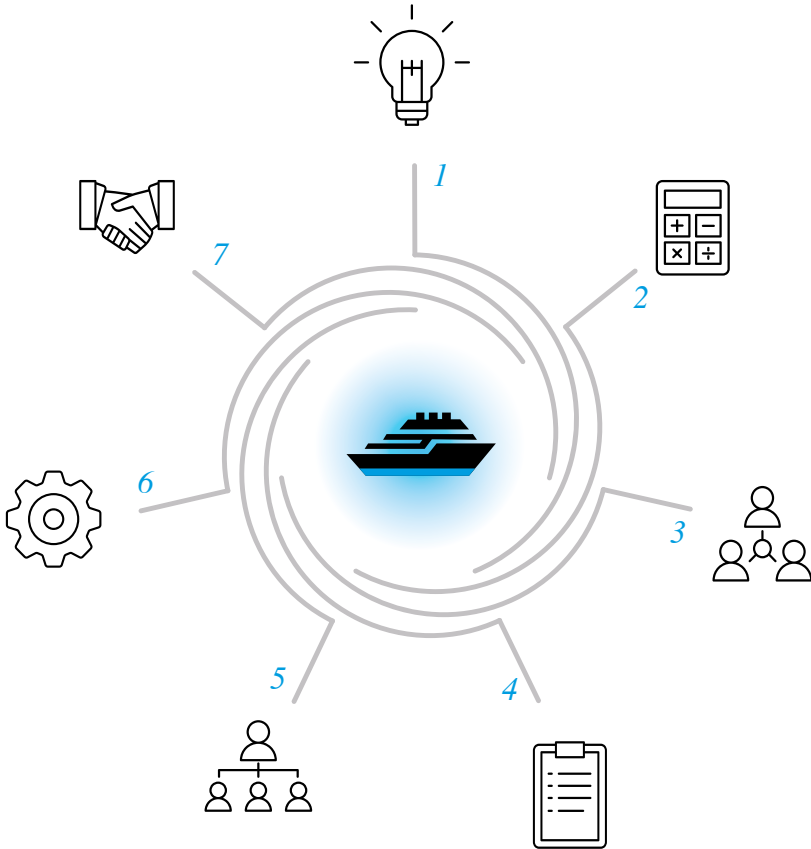
### THE WORKS

CONSTANT SUPERVISION BY IN-HOUSE TECHNICAL OFFICE AND PROJECT MANAGEMENT TEAM

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Since the end of 2016, all projects are run through a secure online portal that is accessible to clients via an app or through the web. This tool enables all of the stakeholders in the refit project to share information such as work lists, quality control, deadlines and photos, thus ensuring an optimum level of communication and delivery turnaround.





7.

## DELIVERY AND AFTER SALES

WELCOME TO THE COMPOSITEWORKS FAMILY!

Compositeworks is very much a family, and we like to feel that the completion of your project is just the beginning of a long relationship. Maintaining regular dialogue whether it concerns after-sales items or planning for your next shipyard period will bring greater efficiency to the following shipyard period. Our presence in multiple shipyards in the Mediterranean and Atlantic coast also caters for the client looking to be more time efficient.



## PARTICULAR AREAS OF EXPERTISE

A HIGHLY TECHNICAL AND CREATIVE APPROACH TO REFITS

### ENGINEERING

At the beginning of 2016, Compositeworks opened an office dedicated to technical excellence to ensure easier and more flexible access for clients to engineering and design specialists. Our technical office provides engineering & naval architecture expertise to clients at most stages of the project, from interior and exterior design & styling, structural modifications, stability and weight studies, 3D scanning & modelling to surveys and technical reports.

### IMPROVING PERFORMANCE

In 2017 our technical office worked in partnership with the famous Wolfson research Unit in the UK on a hull modification study for a 50m motor yacht which resulted in a 25% increase in maximum speed and more than double the range; a project where the owner clearly saw the benefits of his investment! Onboard trials were conducted in conjunction with advanced CFD (Computational Fluid Dynamics) modelling.

### 3D MODELLING AND VIRTUAL REALITY

Virtual reality has been evolving at a fast pace over recent years. Opportunities are promising, not just for 3D gaming but also for engineering. In order to keep up with these innovations Compositeworks has integrated a new software suite to combine laser scanning with 3D pipe modelling which can now be viewed "live" in your engine room courtesy of our Oculus Rift 3D Virtual reality goggles offering a perspective of the refit project like never before.



### STERN EXTENSIONS & MODS

Compositeworks are undertaking an increasing quantity of « complex » refits involving major structural modifications and important transformations, for which the shipyard has won several awards in recent years.

### POOLS

Our expertise and experience in retrofit pool installations for large yachts make it one of our specialities. Recent examples include a CW designed «no-spill» pool on a 70 metre Nobiskrug and a pool creation for a 140 metre Luerssen

### PAINT

Working with world-renowned fairers and refinishers, paint works are always undertaken in a highly controlled environment whether in our 50 metre paint shed at La Ciotat or on the hard.

## OUR ORGANISATION

EXPERIENCE AND DEDICATION IN  
PURSUIT OF EXCELLENCE

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*From our managers to our craftsmen we know yachts and understand what we need to do to exceed your expectations. Assembled over more than 20 years we realise the importance of passion in the creation of perfection so you will find our team deep in its history with or on the sea, a fact that will ensure that you can trust that we will always be on your wavelength.*

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*“I have a firm belief that good communication is the key to a successful refit, which is made easier with a very international team. As such, our organisation is made up of no less than 18 nationalities.*

*Five of the six shareholders in the company are involved in the day-to-day running of the yard, a fact that we believe enables us to make important decisions quickly which is essential to ensuring that tight schedules can be met. Our team of over 120 experts in their fields take huge pride in the work they achieve for our clients. We are very much a family so I also take huge pride in presenting them to you.”*



**Ben Mennem**  
President and co-founder  
of Compositeworks

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**TECHNICAL CONSULTING / Mark Salman**

Concepts & design, Planning, Engineering,  
Naval Architecture



**COMMERCIAL / Rob Papworth**

Client Relations, Quotations, Office Management,  
Crew Assistance, Communication & Marketing



**ADMINISTRATIVE SERVICES / Christophe Moulierac**

Development, HR, IT, Accounting



**FACILITIES & LOGISTICS - La Ciotat / Mathieu Bauden**

Handling Logistics, Health & Safety, Electricity,  
Maintenance



**PROJECT MANAGEMENT & PURCHASING / Joe Degabriele**

Docking, On-board Forearm, Project Management,  
Administration, Purchasing, Procurement, Contracts, Store



**CONCIERGE SERVICES / Marie-Pauline Cassely**

Activities, Social events,  
Reservations and cancellations



**FACILITIES & LOGISTICS - La Rochelle / Stephane Marcelli**

Handling Logistics, Health & Safety,  
Electricity, Maintenance



**PRODUCTION / Philippe Beacco**

Carpentry, Composites, Machining, Mechanics,  
Metal works, Plumbing, Systems



**TECHNICAL OFFICE / Jean-Michel Arnaud**

Concepts & Design, Planning, Engineering, Naval  
Architecture, Paint





## OUR VALUES

WE GIVE 100%, 100% OF THE TIME

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### CREATIVITY

We supply innovative and flexible solutions to our clients.

### COMMUNICATION

We are a multi-cultural team (18 nationalities!) who listen to our clients and understand what they would like to achieve.

### ACCOUNTABILITY

We stake our personal and professional reputations on the excellence of our work.

### RELIABILITY

We believe in honouring our commitments, to our clients and to each other.

### TEAMWORK

We value working together and acknowledge each other as an essential part of achieving common goals.

### EXPERTISE

We provide our clients with a highly technical approach to refits with tailor-made solutions where each member is a specialist in his or her field.

## WHAT'S IMPORTANT TO US

### SAFETY & ENVIRONMENT

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#### INVESTING IN THE FUTURE

We understand that security for our clients' yachts and the safety of its crew and our teams is an essential element to the sustainability of our company. All personnel working during a refit, whether it be crew, our teams or specialist subcontractors are expected to follow our strict HSE guidelines.

And because our love of the ocean is what drew us to the yachting world in the first place, we work hard to limit our impact on the environment from the products we select, the way we use them and the manner in which they are disposed of. As such, Compositeworks has obtained ISO 14001 certification after all we are in the enviable position of looking over a national park island surrounded by crystal clear waters and a plethora of sea life from our office window.

### COMMUNITY

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#### DOING OUR PART FOR THE COMMUNITY

When Compositeworks began its activity in the 1990s, the people of La Ciotat, a town of 30,000 habitants were still reeling from the closure of the historic shipyard, which had 10,000 direct employees at that time. We are extremely proud to have played our small part in helping to rebuild the local economic framework through the creation of more than 350 direct and indirect jobs.

Over the years, Compositeworks has been involved in a number of charitable projects whether it be sponsorship of the local kids football team, fundraising for cancer across various cycling events (Cogs for Cancer, Mont-Ventoux Challenge) or through simple donations.

### IMPROVING OUR SERVICE

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#### THERE IS ALWAYS ROOM FOR IMPROVEMENT

In the way we work, in the technology that we employ, in the impact we have on the environment, there is always potential for positive change. Compositeworks has always had one target; to evolve every year providing better solutions to its clients. We aim to use and bring the most up-to-date technology into our projects. Last year, we invested in powerful 3D scanning equipment, which was followed by virtual experiences for our clients this year and we will continue to try to push the boundaries of industry developments.



## HISTORY

FROM HIGH-TECH YACHT NEW BUILDER TO WORLD  
LEADING REFIT SHIPYARD

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*With humble refit origins on a 30m sailing yacht the journey over nearly 20 years has been a constant evolution of how to best marry the unmovable standards of technical excellence with the ultimate flexibility required to ensure the most successful refits.*

*Today, Compositeworks is one of the most trusted refit shipyards in the world, and is proud that many of the world's largest or most prestigious vessels can be counted on as repeat clients.*





## 1970's

Although Compositeworks was not officially created until the late 1990s, the story of our company really began when we were very young and we discovered our love for sailing and the sea!

Many of us have worked on ships or yachts, some as captains, others as chief engineers or supporting crew. Whatever our team members' origins may be we all have one thing in common; passion for our work.



## 1990's

In 1990, Compositeworks co-founders Ben Mennem and Mark Salman started a company called Custom Tenders where, over a period of six years, they built around 80 tenders for some of the most iconic superyachts of the day. They eventually sold the company to focus on other projects such as the build of the 28m sailing yacht Stealth with Green Marine and designed by German Frers. The landmark nature of this project through its triumphant marriage of stunning elegance, speed and technical excellence led to their involvement in further ground-breaking sailing yacht builds such as the iconic Tiketitan for Wally Yachts in 1997.



## 1998

In 1997 Ben Mennem and Mark Salman were contracted to build an ultra high tech sailing yacht

tender for a well-known mega yacht owner. Having previously housed their yacht build activity in existing yacht builders' shipyards and with strong client interest they decided the time was right to look for their own yard.

After visiting numerous sites in Italy and France, they came across a newly vacated, purpose built, composite construction hall that had been set up for a series of round-the-world racing yachts. These ideal facilities were located within the disused shipyard in the small historic shipbuilding town of La Ciotat. Compositeworks had officially begun!



## 2000's

With a vast network of local talent due to the shipbuilding heritage of La Ciotat, the adjacent cities of Marseille or Toulon and a superyacht market in desperate need of a central Mediterranean location for their refits, it soon became apparent that Compositeworks' vocation was to become a superyacht refit facility. Over the following decade, Compositeworks gradually built an excellent reputation for bringing new-build quality to their refits and begun to attract much larger yachts. Some of the world's leading designers and builders including Feadship de Vries and Oceanco, begun to work with the shipyard. Slowly the focus on new build construction changed into 100% refit, with the last composite yacht build completed in 2010.

## 2010's

By 2010, Compositeworks had evolved into one of the most trusted yacht refit shipyards in the world with many of the largest or most beautiful yachts returning as repeat clients. Testament to the quality of workmanship to be found at the shipyard, Compositeworks has won several international superyacht awards for rebuilds with Faith in 2013, Enigma XK in 2014, Kanaloa and

Falcon Lair in 2016. Faith has seen been listed in the top 10 refits of all time.



## 2016

Over the past couple of years, the company has invested heavily in its team, with total number of staff climbing from 80 in 2013 to 120 at the end of 2016 and turnover growing at over 10% annually on a 5 year basis.

At the beginning of the year, the shipyard opened an office dedicated to technical excellence to ensure easier and more flexible access for clients to engineering and design specialists.

2016 was also a major turning point for the shipyard. Faced with a lack of space and having to turn clients away, the company created partnerships with other sizeable facilities capable of catering for 100 metre plus yachts, in the Mediterranean and began the acquisition of a large dry dock facility on the Atlantic Coast of France in the beautiful port of La Rochelle.



## 2018 & beyond

We are very proud of the positive impact our shipyard has had on the local economy in La Ciotat and we are excited about growing our company in La Rochelle.

We started with just four people almost 20 years ago, and over the next year we will be close to 150. Our long-term ambition is to continue to grow our company at a strong but sustainable rate while providing market leading technical excellence and unsurpassed client experiences.

## SELECTED PROJECTS

### AWARD-WINNING REFITS

*Compositeworks are very proud of the awards detailed below as they are testimony to the outstanding levels of creativity, flexibility, engineering, craftsmanship and overall efficiency to be found at the shipyards.*



**ISS DESIGN AWARDS – BEST REFIT  
2016: FALCON LAIR**



**WORLD SUPERYACHT AWARDS –  
JUDGE'S COMMENDATION 2016:  
KANALOA**

White Cloud was first introduced in 2006 to Compositeworks, operating from their La Ciotat shipyard in France. The company took the vessel in during an emergency haul-out where she had various through-hull fittings replaced, new rudder fittings installed and new anti-fouling applied. It was in 2012 that the yacht was put up for sale only for the second time since her launch 29 years ago. Her current owner made the purchase in 2014 and had her renamed Falcon Lair. Olesinski design studio was drafted to come up with a new exterior design that would once again have her seem as modern as she did the day she was launched in 1983.

She features modifications almost across the entire vessel; a raised bow profile, an entirely new sun deck superstructure roof including retractable awning, an extension to the aft sun deck, a jacuzzi on the forward sun deck, extensions on the aft bridge deck and forward coachroof and a 4m swim platform and transom extension.

The results of the transformation work done by Compositeworks speak for themselves. The Falcon Lair we see today has come a long way since her first day on the water as New Horizon L. Yet, she is as relevant as she was back in 1983 and is now ready to once again cruise the seven seas as an example of what's possible when quality craftsmanship combines with industry-leading engineering and design.

It is unusual that the jury grant an award for low-cost work, but it was agreed that the team that carried out the rebuild of a 48-metre motor yacht built in 1996, should be recognised. Significant defects were found in this yacht after a change of ownership, despite these not being discovered in a pre-purchase survey. Following a later Lloyds survey, the issues were found to be so costly to address in a shipyard that the owner was at the point of scrapping the yacht. Yet miraculously, she was saved from this almost certain fate by the intervention of her captain, who suggested that the yacht could be saved at less than 50 per cent of the cost quoted if a large proportion of the work was carried out by the crew and independent sub-contractors. The owner agreed, and the structural and other work required to bring her back into classification was undertaken by Compositeworks La Ciotat during a 14-month period.

Among many other issues addressed, more than 30 per cent of the hull plating was replaced by Compositeworks, the main engines were returned to zero hours, and the remainder of the drive train was also dismantled and rebuilt. These tasks also required the removal and replacement of a large element of the yacht's interior joinery and a great deal of other work. The rebuild was completed with a full repaint in time for the 2015 Monaco Yacht Show. In the judges' view, this was a commendable achievement by all concerned.



**WORLD SUPERYACHT AWARDS -  
BEST YACHT CONVERSION 2014:  
ENIGMA XK**

The conversion of superyacht Enigma XK in La Rochelle from a British government-owned Fisheries Protection Vessel into a comfortable and capable expedition yacht was masterminded by naval architect Philippe Briand. The new design paid homage to the original looks of the vessel while adding significant new elements to the superstructure to provide the interior with every element that might be expected in a superyacht of this size.

The interior design took maximum advantage of these new spaces, exploiting them to their fullest with a magnificently glazed private saloon and dining area adjacent to the owner's suite, as well as a further saloon and dining area and five spacious guest cabins.

In the spirit of a long-range expedition vessel, the sheltered main deck aft now provides stowage for the two large tenders, together with two all terrain vehicles and a selection of water toys, all launched using a nine-metre reach crane.



**WORLD SUPERYACHT AWARDS  
- BEST REFITTED YACHT 2013:  
FAITH**

Compositeworks were awarded Best Refitted Yacht after completion of a major refit on the 62m Feadship at their shipyard in La Ciotat in 2012. The most extensive works undertaken by the shipyard in the course of this project included the remodelling of two sundecks and the relocation (from aft to forward) and rebuilding of the pool and substantial works on the entire interior to turn the owner's re-styling plans into reality.

But the refit of Faith, previously known as Cakewalk and Fortunato, was not just cosmetic. Noise levels in the owner's cabin were also improved through works on the generator support frame.

Not only were the works finished to the highest quality standards but it should be noted that the project was carried out in an incredibly challenging time frame of only 4 months.

## INFRASTRUCTURE

### UNLIMITED REFIT FACILITIES

*We can cater for the largest superyachts in the world at our facilities in La Ciotat and La Rochelle or partner shipyards in the Mediterranean. In total, the dry-docks at our disposal measure more than 1.5km end to end! We have over 2km of quayside space for in-water works and cranes capable of lifting anything from an exercise bike to a double-decker bus (should you one day feel the need!).*

La Rochelle

Marseille

Antibes

La Ciotat



### AMENITIES & SERVICES


- Electricity: up to 1200 amps per berth
- Fresh Water
- Cooling water for refrigeration and systems cooling
- 24/7 Security
- High speed internet (Wi-Fi, ADSL)
- Rubbish collection and recycling
- Grey and black water processing




 Cranes up to 200 T

 A 300T travel lift

 2000m<sup>2</sup> hard standing area

 107m long dry dock by 13.84m in width

 176m long dry dock by 21.86m in width

 250m quay for in-water works

 Office

 Storage space

# *La Rochelle*

## GETTING TO LA ROCHELLE

Sea: 46°09'22 N 1°13'06 W  
Air: Helipad available on site  
Ile de Ré airport: 10 minutes  
Bordeaux International airport: 2 hours



60m Dry Dock:  
60 x 9 x 3.5m dry dock

200m x 60m dry dock



25-600T cranes

A 300T  
travel lift



Offices, workshops and  
crew facilities (offices,  
gym, recreational areas)



14,000m<sup>2</sup> on the hard for up to 14  
yachts with 4 of the spaces equipped  
with keel pits to cater specifically for  
sailing yachts



# La Ciotat

## GETTING TO LA CIOTAT

Sea: 43°10'3.2N 5°36'34.4E

Air: Helipad available on site

Le Castell et Private Airstrip: 40 Minutes

Marseille International Airport: 45 Minutes

Nice International Airport: 90 Minutes



Helipad



2,000T Rexroth Yacht Lift



4 megayacht berths on the hard for vessels up to 85m



300T powered trailer



50m Paint Cabin



LARGE  
YACHT  
REFIT

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