

**Date:** October 3rd, 2020 **FINAL**

**Press Release:** For immediate distribution.

**Title:** **Asia Superyacht Development is appointed by NAVALTECNOSUD as Exclusive Distribution Agent for Asia.**

**Extract:** Asia Superyacht Development Pte Ltd, a Singapore-based and one of Asia's leading yacht and superyacht equipment, accessories and spare-parts suppliers is delighted to announce its appointment as the official agent in Asia for the full product range of NAVALTECNOSUD Boat Stand S.R.L, a company based in Valenzano, Italy and specialized in designing, producing and selling CE certified products for shipyard.



**CV2T25**

**CV75**

**CV75**

**CIF30 & TAF50  
@ Monaco Marine**

**Full Text:**

Over the last 15 years, the yachting market in Asia outside Japan has grown by leaps and bounds. Though starting from a relatively low base in the mid-1990s, the growth of the so-called luxury segment of the private leisure craft, yachts above 45 feet has been very significant across the region where marinas started to sprout out. Equally significant, the growth of the superyacht range (above 25 meters or 80 feet) has been ever more significant, percentage wise. In Singapore for example, the number of locally based superyachts has grown four-fold. Thailand, Malaysia, Indonesia, Philippines have experienced almost parallel growth, in spite of each country facing their own either regulatory or infrastructure shortcomings. Korea, Taiwan, Hong Kong are also following their own upward trajectory. Contrary to the large infrastructure investments in marinas or shipyards committed in the 1980s in the hope that the adage "build it and they would come" be proven right yet again -but was actually proven wrong-, a more realistic contemporary approach helps witnessing infrastructure developments more in tune with the existing demand for more wet berths and better equipped maintenance facilities.

It is in that context that **Asia Superyacht Development (ASD)**, a leading yacht and superyacht equipment, accessories and spare-parts suppliers is delighted to add NAVALTECNOSUD's incredibly well recognized and high quality in its portfolio of products and services it already offers to builders and shipyards in the region. **Jean-Jacques Lavigne**, ASD's CEO comments:

*"Having been in great many shipyards across the region and involved in numerous hauling-outs and dry-dockings, boat keel heels may be perceived as run-off-the-mills accessories not to pay too much attention to but they are anything but. They are absolutely essential in the safety of the work, for the workers as well as for the boat. Well appointed and good quality equipment can also make a significant difference in the quality and efficiency of the work. Personally, I have always been quite intrigued with those products." JJ Lavigne continues "To me, Navaltecnosud is the gold-standard for boat cradles, heel keel stands etc. It is a huge privilege to be able to propose them to all the Asia-based operators who thrive to position themselves as world-class operators".*

**Alexandre Plent**, ASD's COO, who oversees ASD's engineering and technical projects views are equally positive: *"For maintenance and warranty works, more and more builders require a certain quality standard from the local or regional yards. NAVALTECNOSUD offers all the quality guarantees now deemed necessary to executive a project. All NAVALTECNOSUD product carry a genuine CE Marking which indicates compliance with EU legislation. As far as safety standards concern, NAVALTECNOSUD refer to the Machinery Directive 2006/42/EC and to Italian national laws which transpose it (UNI EN 292-2 Safety of Machinery as well as to the Legislative Decree 81/2008). Knowing that the large majority of luxury yachts sold in Asia are built in Italy, one can see why one should be very comfortable adopting NAVALTECNOSUD's solutions."*

**Roberto Spadavecchia**, NAVALTECNOSUD's Founder and Director explains: *"We focus on designing products which guarantee maximum safety for those who work under the hulls and for the boat. For these reasons we do not skimp on the materials we use, which are all high-quality ones. We focus on keeping improving the quality of products that are already on the market, through certifications and hot-dip galvanization, and sell them at competitive prices. With ASD, we can also optimize shipyard site, through the design and build of transportable cradles, trailers of any size".*



**TAF100 & TART2T100 at SanLorenzo superyacht factory and launch**

Regarding its new Asia developments with ASD, Roberto is quick to comment: *"We have met a few years ago and we have kept in touch. Our sales in Australia and New Zealand are very strong and it is clear that the market that ASD covers in Asia is gaining a new level of maturity driven by the growing experience of*

*yard owners and operators but also by the more demanding nature of their clients. As such, we are particularly excited to work with ASD who shares the same interest as us in supporting the industry we love."*

**About:**

**Asia Superyacht Development Pte Ltd**, a Singapore-based company established in 2013, offers services to develop the yachting market in Asia in partnership or cooperation with many partners based on projects nature: Naval Architects, Designers, Shipyards and Yacht Builders, Marina Owners and Developers, Brokers and Charter Agencies, Technology Providers. ASD is also **Yachtalia**<sup>i</sup> partner for Asia and acts a Distributor, Agent or Service Provider for **Vision Systems**<sup>ii</sup> (smart windows for yachts, **Stable AS** <sup>iii</sup>(localized stabilization applications for yachts), **RMP Marine** <sup>iv</sup>(cleaning and maintenance products & services) and **VolvoPenta**<sup>v</sup> (spare-parts & maintenance). [www.asiasuperyachtdevelopment.com](http://www.asiasuperyachtdevelopment.com)

**NAVALTECNOSUD S.R.L** is a European leader in the design, manufacturing and distribution of **Stands** for motorboats and sailboats, **Cradles** for motorboat and sailboats, **Rack** for boat dry storage, **"H"** and **"X" Spreader Beams, Ladders and Platforms, Temporary Painting Sheds** among others. **NAVALTECNOSUD** products are widely seen and extensively in Europe across hundreds of shipyards, from builders to maintenance and refit centers. Their quality and durability make them a staple-stay for any quality centric and operational flexibility-focused operator. <https://www.navaltecnosud.it/>

---

<sup>i</sup> Yachtalia ([www.asiasuperyachtdevelopment.com/yachtalia.html](http://www.asiasuperyachtdevelopment.com/yachtalia.html)) is the unique Italy-based hightech resource for world-class products, spare parts and service for the most prestigious Original Equipment Manufacturers. Those products - gangways, doors & hatches, wipers, cleats & fairleads, lift systems and garage doors, monitoring & security systems - equipping most of the yachts and superyachts made by Europe-based builders and shipyards (Azimut, Benetti, Cranchi, Custom Line, Ferretti, Pershing, Riva, SanLorenzo to name a few.

<sup>ii</sup> [www.asiasuperyachtdevelopment.com/vision-systems.html](http://www.asiasuperyachtdevelopment.com/vision-systems.html)

<sup>iii</sup> [www.asiasuperyachtdevelopment.com/stable.html](http://www.asiasuperyachtdevelopment.com/stable.html)

<sup>iv</sup> [www.asiasuperyachtdevelopment.com/rmp-marine--rmp-prestige.html](http://www.asiasuperyachtdevelopment.com/rmp-marine--rmp-prestige.html)

<sup>v</sup> [www.asiasuperyachtdevelopment.com/volvo-penta.html](http://www.asiasuperyachtdevelopment.com/volvo-penta.html)

High Resolution Photo Gallery:

<https://photos.app.goo.gl/ji3SVeeUtidBQb7y5>

**Media Contact:** [marketing@asiasuperyachtdevelopment.com](mailto:marketing@asiasuperyachtdevelopment.com)