



## **BRIEF COMPANY PROFILE**

**Trade Name: SELVA S.p.A.**

### **HEAD OFFICE AND MAIN FACTORY:**

General Direction, R&D and Design Dept., Procurement Department, Sales Department for Selva Brand Products, Administr. & Accounting Dept., Spare parts Dept.

Production of SELVA complete outboards, + components of first installation for YAMAHA outboards + Complete marine transmissions (sail and stern drive), units for YANMAR + main components of first installation of electric outboards for motors for TORQEEDO.

VIALE DELL' INDUSTRIA 13, 23037 **TIRANO** (SONDRIO Province) - ITALY

**Telephone N. :** ++39/0342/702451 (10 lines)

**Fax. N. (Direction, Accounting, Sales):** ++39/0342/704146

**Fax. N.(Spare Parts, Purchase, Service):** ++39/0342/705361

### **SECOND FACTORY AND WAREHOUSE:**

Selva boats/engines assembly operations + engines and boats shipments  
STRADA DI FORT, 23037 **TIRANO** (SONDRIO Province) - ITALY

### **MILAN BRANCH OFFICE :**

show room, Italian supplier warehouse, Domestic sales department  
VIA CARDUCCI 221 , 20099 **SESTO SAN GIOVANNI** (MILAN Province)- ITALY

**REGISTERED TRADE MARK: SELVA MARINE**

**HTTP: [WWW.SELVAMARINE.COM](http://WWW.SELVAMARINE.COM)**

**Member of UCINA, CONFINDUSTRIA NAUTICA : Italian Recreational Marine Industry Association**

**Member of IMEC: Worldwide Marine Engines Manufacturer Association**



**FOUNDERS:** Selva Lorenzo Sr. and Selva Ezio Sr. (President and General Manager from 1964 to 1994)

**BEGINNING OF THE ACTIVITY IN MILAN:**  
year 1945 (from 1945 to 1959 as Selva Lorenzo Sr's individual company).

**BEGINNING OF THE ACTIVITY IN TIRANO:** year 1960 (1960 to 1971 as S.a.S.)

**YEAR OF CONSTITUTION OF S.p.A. (Joint Stock company):** 1972

**ACTUAL PAID STOCK CAPITAL:** Euro 1.500.000.

<b>ACTUAL SHAREHOLDERS:</b>	Selva Lorenzo	40%
	Selva Maurizio	40%
	Yamaha Motor Europe NV	10%
	Yanmar International Europe BV	10%

**C.C.I.A.A. REGISTRATION:** N. 18382 Sondrio

**VAT REGISTRATION NUMBER:** IT00050830140

**FINANCIAL YEAR:** from 01/09 to 31/08

**ACTUAL BOARDS OF DIRECTORS:**

Selva Lorenzo	- President & Man. Director
Selva Maurizio	- Managing Director
Spada Alma	- Board Member
Hajime Yamaji	- Board Member (President, Yamaha Motor Europe N.V.)
Akihiro Nishimura	- Board Member (General Manager Yanmar Marine Division)



**CORPORATE REAL ESTATE:**

The **head office and main factory** rise on approx. **13.000 sqm** area, approx. **10.000 sqm** of which are covered.

The **second factory and warehouse** built in 2004 and 2008 rise on a **9.600 sqm** area, **4.200 sqm** of which are covered.

**PARTICIPATIONS** : SELVA Spa, is the 50% shareholder of the **Chongqing, Zongshen-Selva, Marine Co., Ltd.**, [WWW.ZSMARINE.COM](http://WWW.ZSMARINE.COM) an Italian /Chinese J.V. Company established in 2007 with a paid stock capital of 13.000.000 RMB.

Head office - Chaoyouchang, Banan District, Chongqing , PRC.

The main activity of the company is the production of outboards (at the moment only small two and four strokes) to be sold mainly in China , other Asian markets, Oceania and Central-South Africa.

The Chinese 50% shareholder is the ZONGSHEN INDUSTRIAL GROUP Co. Ltd. ([WWW.ZONGSHEN.CC](http://WWW.ZONGSHEN.CC)) a totally private company that is one of the most important industries in China in small/medium engines and motorcycle production.

It already has important partnership with some worldwide leader companies in the motorcycle field like PIAGGIO GROUP (Italy), HARLEY DAVIDSON (U.S.A.) ect.

**NOTE:** The Selva's are also equal (50% - 50%) shareholders of **Commerciale Selva Srl** Company which is the exclusive Italian distributor of all Selva Marine products and other brands of recreational marine products ([WWW.COMMERCIALESELVA.IT](http://WWW.COMMERCIALESELVA.IT)).

**Mr. Lorenzo Selva** is at present also :

- **President & Managing Director** of the **Commerciale Selva S.r.l**
- **Vice Pres. & Director** of **Chongqing, Zongshen-Selva Marine , Co. Ltd.**
- **President** of **ICOMIA, International Council of Marine Industry Associations** (Worldwide Council of National Recreational Marine Industry Associations) [WWW.ICOMIA.ORG](http://WWW.ICOMIA.ORG).
- **Vice President** of **EBI , European Boating Industry** (European Council of National Recreational Marine Industry Associations) [WWW.EUROPEANBOATINGINDUSTRY.EU](http://WWW.EUROPEANBOATINGINDUSTRY.EU).
- **Vice president** of **UCINA , CONFINDUSTRIA NAUTICA** (Italian Recreational Marine Industry Association) [WWW.UCINA.NET](http://WWW.UCINA.NET).

**Mr. Maurizio Selva** is at present also :

- **Managing Director** of the **Commerciale Selva S.r.l**
- **Director** of the **Chongqing, Zongshen-Selva, Marine Co., Ltd.**



### MAIN MANAGEMENT

1. SELVA LORENZO	General Mng. (Market. & Sales, Finance & Administr.)	
2. SELVA MAURIZIO	General Mng. (Res. & Develop., Procurement, Manufact. & Design)	
3. ZUCCHETTI LUCA	Export Manager	<a href="mailto:lzucchetti@selvamarine.com">lzucchetti@selvamarine.com</a>
4. FRANZINI GIOVANNI	Service & Spare Parts Manager	<a href="mailto:gfranzini@selvamarine.com">gfranzini@selvamarine.com</a>
5. TOGNOLINI NADIA	Accounting Manager	<a href="mailto:ntognolini@selvamarine.com">ntognolini@selvamarine.com</a>
6. FONTANA ELIO	Financial & Control Manager	<a href="mailto:efontana@selvamarine.com">efontana@selvamarine.com</a>
7. TONTA GIORGIO	Design & Development Manager	<a href="mailto:gtonta@selvamarine.com">gtonta@selvamarine.com</a>
8. DELLA VALLE STEFANO	Quality Control Manager	<a href="mailto:sdellavalle@selvamarine.com">sdellavalle@selvamarine.com</a>
9. LEONI MASSIMO	Purchasing Manager	<a href="mailto:mleoni@selvamarine.com">mleoni@selvamarine.com</a>
10. CASPANI FRANCO	Assembly Dep. Production Manager	<a href="mailto:tirano@selvamarine.com">tirano@selvamarine.com</a>
11. PINI ERMANNNO	Casting & Machining Dep. Production Manager	<a href="mailto:macchine@selvamarine.com">macchine@selvamarine.com</a>

**STAFF:** N. 70 (about) direct  
N.180 (about) indirect

**CORRESPONDENCE:** (to Tirano) ENGLISH - FRENCH – SPANISH - GERMAN



### MAIN AREAS OF ACTIVITY

- **Complete production** and trade of **2 stroke, 2 stroke direct injection** and **4 stroke outboard motors** for pleasure, professional and racing use (the range includes **15 models in 44 versions from 2,5 HP to 80 HP**), available for worldwide markets (see catalogue).
- Partial painting, packaging and trade of **Selva branded (Yamaha production) 4 stroke outboard motors** for pleasure and professional use (the range includes **15 models in 42 versions from 8 HP to 250 HP**), available only for the European Markets (see catalogue).
- **Partial production** and trade of **Selva branded inflatable boats**. **Five different ranges** include a **total of 57 models from mt. 2 to mt. 8,5** (see catalogue).
- **Partial production** and trade of **Selva branded fiberglass boats**. **Four different ranges** include **17 models from mt. 5 to mt. 8** (see catalogue).
- **Production of complete sail drives units for Yanmar Marine International**
- **Production of complete stern drive units for Yanmar Marine International**
- **Production of outboards OEM components for first installation for Yamaha Motor European Production activities .**
- **Production of components for electric outboard motors for Torqeedo.**

**COMPOSITION OF TURNOVER:** 30% about: sales in the Italian market  
70% about: export

### SOME OF THE MAIN SUPPLIERS

ATHENA	ITALY	(gaskets)
DELL'ORTO SPA	ITALY	(carburetors)
FAG	GERMANY	(needle retainers)
INA	GERMANY	(rollers)
PPG	ITALY	(paints)
RAFFMETAL	ITALY	(aluminum)
RODACCIAI	ITALY	(steel)
WALBRO	JAPAN	(electronic ignitions)
SHOWA CORPORATION	JAPAN	(Power Trim/Tilt groups)
YAMAHA	JAPAN	(Shock absorber, etc.)
FIEM	ITALY	(starting motors)
SKF INDUSTRIE SPA	ITALY	(bearings)
VALBRUNA SPA	ITALY	(steel)
VERTEX	ITALY	(pistons)

N.B. about 80% of the components bought from the suppliers is made in Italy.



### BANKS RELATIONSHIP

#### BANCA POPOLARE DI SONDRIO (Tirano Branch)

Piazza Cavour

23037 TIRANO (SO) ITALY

Tel: ++39/0342/702533

*Foreign Department in Sondrio:*

*Tel: ++39/0342/528247 Fax: ++39/0342/528359*

#### CREDITO VALTELLINESE (Tirano Branch)

Piazza Marinoni

23037 TIRANO (SO) ITALY

Tel: ++39/0342/702624

*Foreign Department in Sondrio:*

*Tel: ++39/342/522111 Fax: ++39/0342/522252*

#### UNICREDIT BANCA D'IMPRESA (Sondrio Branch)

P.zza Garibaldi 6

23900 LECCO

ITALY

*Tel: ++39/0341/356111*

*Fax: ++39/0341/227116*

#### BANCA INTESA BCI (Tirano Branch)

Via Pio Rajna, 2

23037 TIRANO (SO) ITALY

*Tel: ++39/0342/702213*

*Fax: ++39/0342/704664*

#### BANCA DI VALLECAMONICA (Tirano Branch)

Via Manzoni 22

23037 TIRANO (SO) ITALY

*Tel: +39/0342/704532*

*Fax: +39/0342/704624*

#### BNL (Sondrio Branch)

P.le Bertacchi 26

23100 SONDRIO ITALY

*Tel: +39/0342/510234*

*Fax: +39/0342/512804*

#### BANQUE PALATIN (Catalogne Branch)

18 rue de la Pepinière

75008 Paris

*Tel : + 33/ 1 56 54 06 37*

*Fax : + 33/1 56 54 06 26*



### SHORT HISTORICAL DATA ON SELVA S.p.A.

The works for the construction of the first lot of the present head office in Tirano began in the spring of 1959 when its founder and beloved manager Lorenzo Selva Sr. decided to move part of the activity, and in particular the new mass-production of outboard motors from the original seat in Sesto San Giovanni (Milan), that had already been working in the motors field since 1945 (for example it supplied the Innocenti with some components of the "historical" Lambretta) to the charming resort in Valtellina, on the Italian-Swiss border.

Today, more than 50 years after its first steps, it can be stated that, thanks to the increasing demand, its continuous technological development and to the constant introduction of machinery and high-technology equipment, **SELVA S.p.A. can be considered as the sole reality in Europe where the production cycle of marine engine components and total units is really complete, from die-casting to the whole range of machining performed on sophisticated CNC machining centers, heat treatment and specific anticorrosion operations, to special painting cycles in four stages, assembly, testing, packaging and shipping.**

Our production is mainly distributed in Europe, in the Mediterranean basin receiving great approvals, and our motors, recognized as high qualified for your job, your free time and sport activities, won some of the most difficult and prestigious competitions **(40 world, 65 European and 150 Italian trophies, conquered in different classes from 400 to 1000 cm<sup>3</sup>, in circuit and off-shore).**

It has to be pointed out that SELVA S.p.A. **has remained since more than 15 years the only European company** which has in production a complete range of outboard motors (15 base models and 44 different versions from 2,5 hp to 80 hp) and is the official supplier of the Italian Coast Guard and of several Italian "armies".

At present we are producing finished aluminium die-casting and steel components of first installation for the **YAMAHA** small 4 stroke outboard engines which are produced in France for all the world markets.

We are also suppliers of the Japanese company **YANMAR** : we are producing their complete Sail Drive and Stern Drive Units which are shipped directly to their European distribution center in the Netherlands for the supply in all the world markets.

The Selva Company is also producing many components of first installation for the electric outboard motors of **TORQEEDO**.



The main "strength points" of our products, with particular reference to the outboard motors, can be summarized as follows:

- simplicity of construction
- easy maintenance and assistance
- extreme unification of the components
- low fuel consumption
- high performances
- Italian style.

Reading carefully the last version of the Selva Marine catalogues or visiting our web site [WWW.SELVAMARINE.COM](http://WWW.SELVAMARINE.COM) you will have a wide outline of our current production.

**Selva S.p.A. has been certificated ISO9001 in May 2004 and has upgraded its quality system according to the 2008 edition of the same regulation. Therefore the complete production cycle follows all the standards defined in this Norm.**

In conclusion , we would like to underline that Selva S.p.A can be defined with pride as a “typical and historical Italian family company” , with a long and unique tradition of international relations, runned with great passion and dedication by the third generation of “small north Italian entrepreneurs”.

**01/06/2011**