

CDM is glad to announce that *Gianluca Ciniero*
has been appointed Chief Operating Officer



Professional *profile*

With a degree in **Industrial Mechanical Engineering** and accreditation as a Shipbuilder by the Ministry of Transport, **Gianluca Ciniero's** career path has been marked by a consistent commitment to excellence and innovation. Early on, he gained valuable expertise through consulting in the Oil & Gas sector, focusing on certification and safety. From there he moved to a successful career in the yachting industry, starting in 2005. Over the years, he earned a profound expertise, holding multiple roles within one of the most renowned and reputed Italian yacht builder Group, including Project Manager, Product Manager, Operations Manager, and Technical Director of a production facility. Always dedicated to energy efficiency projects and sustainable development, he is a Member of the RINA Superyacht Green Technical Committee.

"We are delighted to have Gianluca Ciniero as our new COO. His experience and expertise add value to our company," says CDM's President Ennio Cecchini.

"Gianluca perfectly matches with CDM's approach to yacht building for both his professional and personal characteristics. He is a great addition to our team/Tribe. His arrival during a period of significant growth for the shipyard is instrumental in ensuring the efficient organization of production processes. We are looking forward to having a successful journey together."

A conversation with *Gianluca Ciniero*

MRM: Let's start with a personal profile, family, hobbies if any, etc.

GC: I am 46 years old and a proud father of two daughters. I have always had a great passion for the sea, it is a family tradition. When I was a child, my father, also a shipbuilder, was often away for long periods abroad delivering ships. I was a passionate sailor but nowadays when I'm not at work, I thoroughly enjoy spending time with my daughters.

MRM: What is your academic background?

GC: I've always had a strong interest in technical subjects, so when it came time to choose a university, the decision was clear: engineering was my path. I've got a degree in Industrial Mechanical Engineering and a master degree in technology and innovation.

MRM: What was your early career experience?

GC: I began my career in a consultancy company for the Oil & Gas sector, gaining knowledge of the highest standards in terms of certification and safety.

MRM: When did you enter the yachting industry, and what roles have you held?

GC: My journey in the yachting industry began in 2005 when I joined one of the most prestigious and influential group. Starting out with passion and a keen interest in the intricate world of yacht production, I quickly immersed myself in the complexities of the industry. Over the years, I have gained extensive experience and developed a multifaceted skill set through a series of specialized roles within the same esteemed group. These roles have included Project Manager, where I oversaw the planning and execution of complex yacht-building activities; Product Line Manager, where I played a pivotal role in aligning product offerings with market demands and client expectations; and Operations Manager, where I ensured seamless production processes and operational efficiency. My career progressed further as I took on the role of Technical Director at one of the group's production facilities, a position that allowed me to lead technical teams and pursue the highest standards of quality and performance. This diverse professional experience has given me a comprehensive understanding of the yachting industry's operations, from conceptual design to final delivery, and allowed me to gain a reputation as a dedicated and knowledgeable professional.

MRM: What has been your connection with CDM?

GC: I've worked at CDM as a Project Manager in the past and I've followed CDM's expansion from a small shipyard to the world leader in the construction of explorer yachts and I deeply admire CDM's top management (Vasco Buonpensiere, Ennio Cecchini, and Gianfranco Caltabiano with whom, moreover, I had already shared work experiences in other realities), the shareholders and the entire team for their dedication and vision. Being part of this team is a matter of pride and honor for me.

MRM: Tell us in a few words what are your mission and goals at CDM

GC: Considering Cdm's order portfolio and the complexity of our constructions, the main objective is to consolidate the organization by further optimizing production flows. This effort is supported by the introduction of new functional areas in the organizational structure, such as Industrialization and Product Management, to steer Production while maintaining a constant focus on the unique features that have always distinguished our yachts and the overall reliability of the structure. With the implementation of these strategies in recent months, we have recorded a 20% increase in production value compared to the previous year's average. I'd say we are already on the right track.

MRM: From the specific activity of CDM to a wider context: what's your vision on sustainability in the motor yachts industry?

GC: Sustainability in the motor yacht industry is a multifaceted challenge, but it's also a tremendous opportunity to innovate and evolve. At CDM, we are committed to integrating sustainable practices into every stage of yacht production, from design to delivery. One key area is optimizing propulsion systems. Using modest power engines that are appropriately sized for the vessel's operational profile can significantly reduce fuel consumption and emissions without compromising performance. Alongside this, advanced exhaust treatment systems, such as selective catalytic reduction (SCR) and particulate filters, can minimize the environmental impact by reducing harmful emissions. Even traditional diesel systems can be made more efficient through rigorous design and the implementation of cutting-edge technologies, such as energy recovery systems and intelligent energy management.

MRM: Beyond the technical aspects, sustainability also involves fostering a culture of eco-consciousness among owners and crews

GC: It's about ensuring that the industry as a whole recognizes its environmental footprint and works collaboratively to minimize it. Ultimately, my vision is to see the motor yacht industry strike a balance between luxury and responsibility, where advanced engineering and sustainable innovation coexist seamlessly, delivering a yachting experience that respects both the customer and the environment.

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