



CANTIERE  
DELLE MARCHE

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# CANTIERE DELLE MARCHE APPOINTED GIANFRANCO CALTABIANO AS CHIEF FINANCIAL OFFICER



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Gianfranco Caltabiano / Chief Financial Officer



Gianfranco Caltabiano's family

## A TRUE COMPANY-MAN

In a process of growth and consolidation, Cantiere delle Marche hired a highly skilled and experienced manager, Gianfranco Caltabiano who assumed the position of Chief Financial Officer. Caltabiano has a long experience in the yachting industry having worked from 1991 for one of the biggest yachting groups worldwide where he played different managing roles among which the Group's Financial Director and CFO of one of their top shipyards.

His experience is of crucial importance as he is responsible for managing and addressing the financial actions of Cantiere delle Marche in a phase of expansion of its production. Caltabiano's duties include financial planning and control while making the most of the company's financial strengths. He is also in charge with detecting and analyzing its weaknesses, if any, in order to propose corrective actions. Since his arrival at Cantiere delle

Marche he established a close and fruitful collaboration with the yard's top management. Talking to Caltabiano you realize immediately that he is a true company-man who quickly succeeded in making Cantiere delle Marche's corporate culture his own. *"From the first day, I've appreciated very much the friendly and collaborative atmosphere that reigns in the yard and worked in an integrated manner with the company's founders and share-holders."*

*"Gianfranco is a precious addition to Cantiere delle Marche top managers team,"* says Ennio Cecchini, Cantiere delle Marche CEO. *"He brought in his long and profound knowledge of the yachting industry, a knowledge that enables him to implement business plans for Cantiere delle Marche while aligning them with the 'bigger picture' of the company that we have built over the years."*



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**CDM** *You have had a long experience within one of the biggest yachting groups worldwide and lived in first person all the changes the Group has gone through from 1991 to 2019. What were your main roles over the years?*

**GC** I started in 1991 as Responsible of Administration/Sales working shoulder to shoulder with the Chairmain and CEO Alessandro Ferretti. Later, I became the Group's Administration and Finance Director managing and supervising all sorts of contracts and insurance issues. I lived the complex phase of the Group's reorganization which followed the financial of 2008, the arrival of the new share holders included.

**CDM** *It has been an excellent testing ground, isn't it?*

**GC** No doubt! I learn a lot in those years, some of which were tough years. This is why I can safely state that I'm able to work under pressure. I am grateful to the Ferretti Group because working for such a large Group, I became familiar with many different aspects of company's management.

**CDM** *You play a key role in the company's health and success. What are, in your opinion, the main quality of a great CFO?*

**GC** The CFO role is twofold: he has to oversee the company's financial activities and serve in a strategic advisory role. In the past the CFO, working behind the scene, was the one in charge with 'number-crunching', today the CFO has a strategic relevance to the company as he/she has to put complex data (past, current and predicted results) in perspective and influence decision making using the company's financial context as a driver of choices.

**CDM** *How did you succeed in integrating yourself within the close-knit team of CdM's top managers?*

**GC** It was a smooth process, indeed. The air you breath at Cantiere delle Marche is one of mutual respect and collaboration. I've known Ennio Cecchini and Vasco Buonpensiere for many years and followed Cantiere delle Marche's growth since its foundation. I've always liked their approach to yacht building and the fact that they stayed true to their mission throughout the years.

**CDM** *What are your main personal characteristics that you bring in your role as a CFO?*

**GC** I think that my peculiar traits are motivation, empathy, reliability. I have a problem-solving attitude and, thanks to my experience, I'm used to work under pressure. I mean that I'm not scared to face challenges and I know how to remain calm even in the midst of a 'storm'.

**CDM** *The capability to communicate effectively with other executives, shareholders, employees is one of the skills of a great CFO. How do you deal with this delicate matter?*

**GC** I like to deal with people and I am a good listener, at least I hope so.

**CDM** *Who is Gianfranco Caltabiano outside of work? What are your hobbies or passions?*

**GC** If I can surely define myself a company man because I am extremely dedicated to my job and I embrace it with passion and commitment, I have to say that out of work I am a family man. I love dearly my wife and our seven years old son and they are my favorite company. I like to spend my time with them and do things together. When I am at home, I love listening to good music, all sort of music, from jazz to rock.