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MB92 Group restructures

February 27, 2019

Commercial director Henk Dreijer appointed chief business development officer

Superyacht refit and repair firm the MB92 Group has announced a series of structural changes in anticipation of its next phase of growth. The company says it is expecting increased activity at its yards in Barcelona and La Ciotat in the wake of two new shiplifts – a 4,800-tonne platform due to arrive in Barcelona in a few months' time, and a 4,000-tonne platform that will arrive in La Ciotat in 2022.

The main changes concern Henk Dreijer, current commercial director, who becomes chief business development officer of the MB92 Group, a role that brings him closer to the group's CEO. In this new position, Dreijer will develop strategic operations for the group with particular emphasis on sourcing significant refit projects.

The news follows the successful [integration of Compositeworks and Blohm+Voss La Ciotat under the MB92 Group umbrella](#) last year.

Meanwhile, Txema Rubio has replaced Dreijer as commercial director. This position consolidates the quotations and commercial departments across the group, increasing efficiency and providing greater choice for clients when planning their refit. Rubio brings a wealth of experience from his time spent in the projects department and, more recently, in his position as quotations director.

Two additional departments dedicated to customer contracts and aftersales have also been created. These will be run by Mary Clara Batchelor and Paco Sanz, both of whom have been with the company

for a number of years.

“This reorganisation is an important step in bringing a seamless service across both of our shipyards and will enable our customers to experience a more efficient quotation and planning process,” says Dreijer. “I am very pleased with the team we have in place and look forward to being able to offer additional space on the new 4,800-tonne platform in Barcelona from this summer.”

With a full year of activity following the acquisitions of Compositeworks at the end of 2017 and Blohm+Voss La Ciotat later last year, MB92 has reported a significant increase in turnover at both yards – particularly in France, where the ENIM employment laws were recently overturned. As such, MB92 La Ciotat is currently operating at full capacity.

The range of yachts that visited last year has also grown in average size, thanks in part to a number of new clients in the 100m-plus bracket – a segment whose occupancy rates increased by 25% in Barcelona, MB92 claims.

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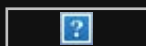
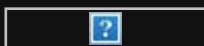
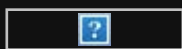
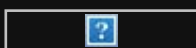
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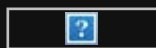
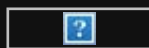
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