



SPAFID  
CONNECT

Informazione Regolamentata n. 2211-48-2020	Data/Ora Ricezione 31 Agosto 2020 14:34:51	MTA - Star
--	--	------------

Societa' : SANLORENZO S.P.A.  
Identificativo : 136439  
Informazione  
Regolamentata  
Nome utilizzatore : SANLORENZON02 - -  
Tipologia : 3.1; 1.2  
Data/Ora Ricezione : 31 Agosto 2020 14:34:51  
Data/Ora Inizio : 31 Agosto 2020 14:34:52  
Diffusione presunta  
Oggetto : H1 2020 Results Presentation

<i>Testo del comunicato</i>
-----------------------------

Vedi allegato.

# H1 2020 FINANCIAL RESULTS AND OUTLOOK



**SANLORENZO**

# STRONG H1 RESULTS, CONFIRMED RESILIENCY



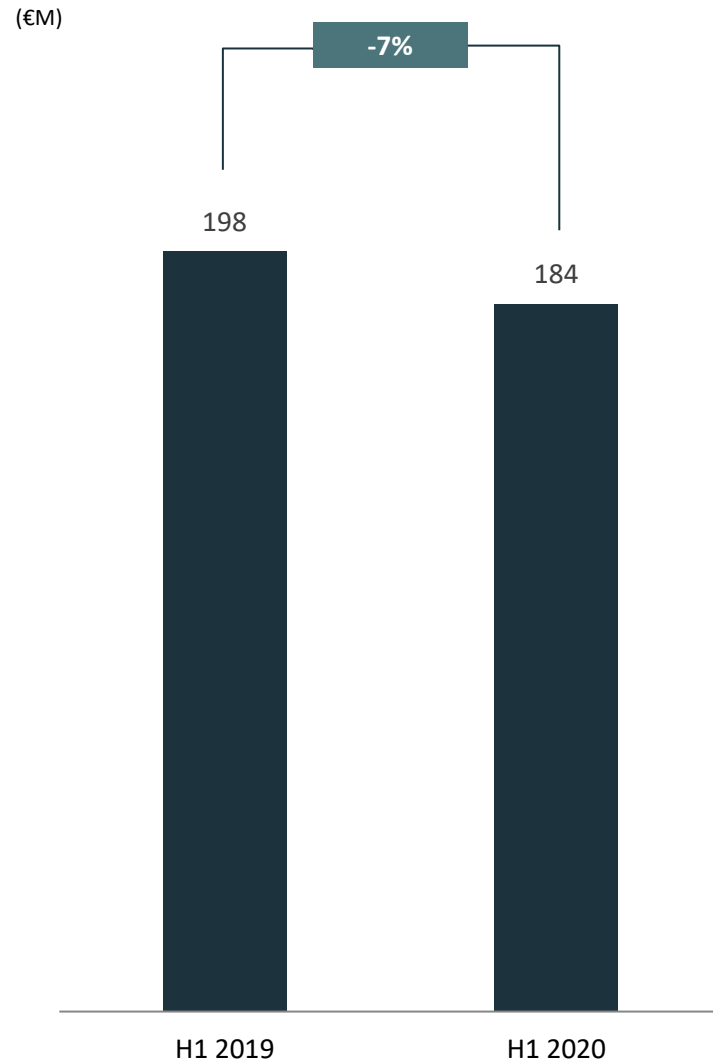
- **RE-START OF THE PRODUCTION AT FULL SPEED IN ALL FACILITIES ON 4 MAY (STOP LIMITED TO 28 WORKING DAYS) , DESPITE ITALIAN RECORD LOCKDOWN**
  - **ALL FACILITIES IN FULL OPERATION ALSO DURING THE MONTH OF AUGUST, IN ORDER TO ACHIEVE FULL RECOVER BY END OF THE YEAR**
  - **SANLORENZO BUSINESS MODEL ONCE AGAIN PROVING RESILIENCY THROUGHOUT THE CYCLE**
    - ORDER BACKLOG EQUAL TO €566M, UP BY €65M IN Q2 2020, THANKS TO SOLID EXISTING “SL CUSTOMER CLUB”
    - LOYAL CUSTOMER BASE BELONGING TO THE WEALTHIEST FAMILIES LESS IMPACTED BY ECONOMIC DOWNTURN
    - 91% OF ORDER BACKLOG COVERED BY FINAL CLIENTS
  - **STRONG H1 2020 RESULTS, DESPITE SIGNIFICANT IMPACT OF COVID-19 ON MARKET ACROSS GEOGRAPHIES AND INDUSTRIES**
    - TOP LINE RESILIENCE
    - SIGNIFICANT MARGIN IMPROVEMENT
    - NET DEBT REDUCTION COMPARED TO Q1 2020
- **SANLORENZO CONFIRMS 2020 EXPECTED RESULTS IN LINE WITH 2019**

# H1 2020 FINANCIAL HIGHLIGHTS

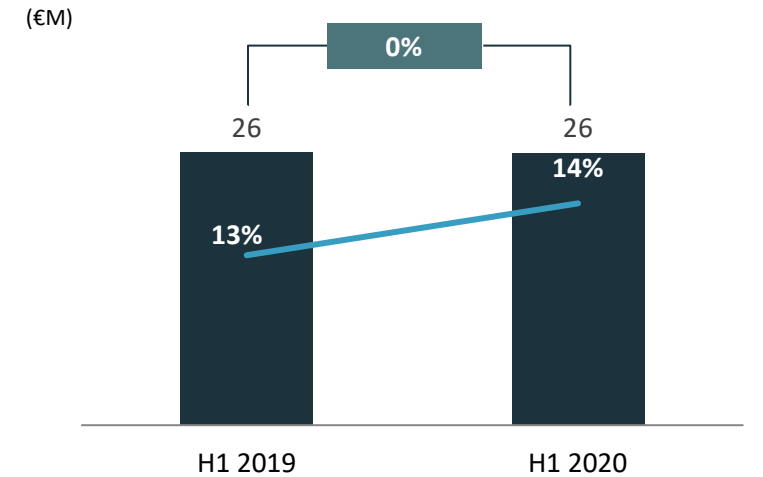
## COMMENTARY

- **RESILIENCY OF NET REVENUES NEW YACHTS** NOTWITHSTANDING THE IMPACT OF COVID-19, ESPECIALLY IN Q2 2020
- **GROWTH IN PROFITABILITY MARGIN ON NET REVENUES NEW YACHTS**
  - **ADJ. EBITDA MARGIN: 14% IN H1 2020 (+1% vs H1 2019) AND ADJ. EBITDA: €26M IN H1 2020, IN LINE WITH H1 2019**
  - **GROUP NET INCOME MARGIN: 6% IN H1 2020 (+1% vs H1 2019) AND GROUP NET INCOME: €11M IN H1 2020 IN LINE WITH H1 2019**

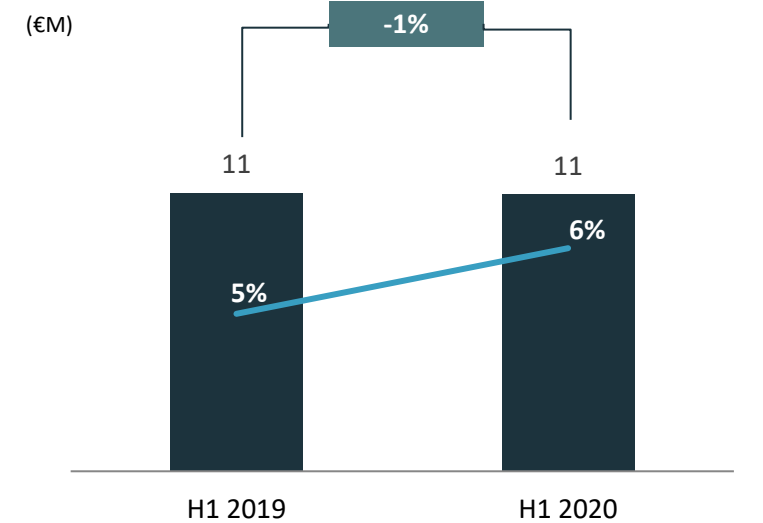
## NET REVENUES NEW YACHTS<sup>1</sup>



## ADJ. EBITDA<sup>2</sup>



## GROUP NET INCOME



Source: Company's information.

<sup>1</sup> Excluding GP Yachts contribution to H1 2019 (€7,7m), sold in July 2019.

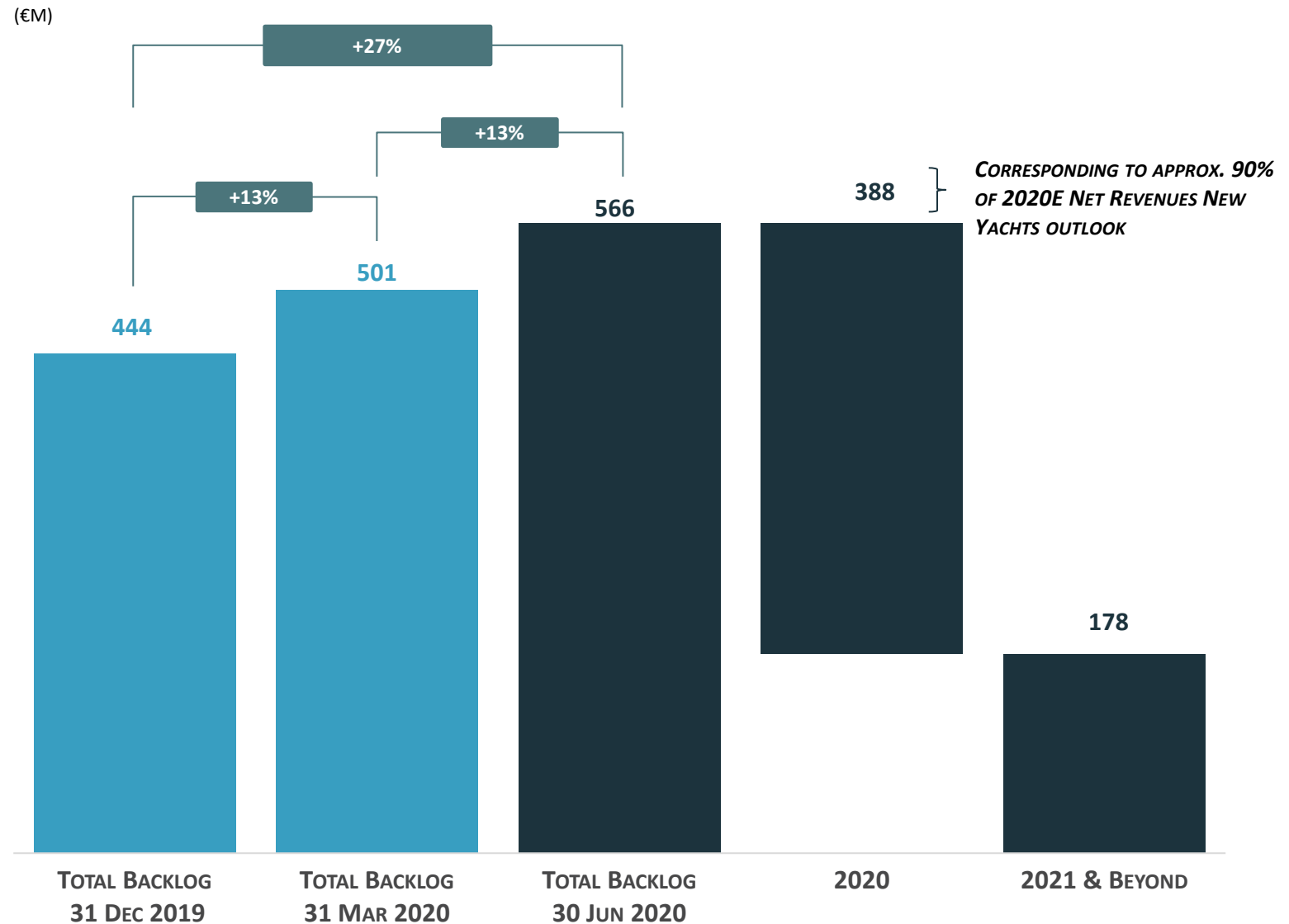
<sup>2</sup> Defined as EBIT + D&A. In H1 2020 excludes €0,7 million costs related to 2020 Stock Option Plan, and Covid-19 costs.

# ORDER BACKLOG – H1 2020

## COMMENTARY

- ORDER BACKLOG EQUAL TO €566M AS OF 30 JUNE 2020 (+27% VERSUS 31 DECEMBER 2019), INCREASED VS Q1 2020 THANKS TO €20M NEW CONTRACTS IN MAY 2020 AND €45M IN JUNE 2020**
  - OF WHICH 91% COVERED BY FINAL CLIENTS
  - OF WHICH €388M RELATING TO 2020 (+9% VERSUS H1 2019)
- H2 2020 ORDER INTAKE IS EXPECTED TO BE SUPPORTED BY A PLAN OF TARGETED MARKETING AND COMMERCIAL ACTIONS IN PLACE FROM SEPTEMBER 2020

## ORDER BACKLOG COMPOSITION AS AT 30 JUNE 2020

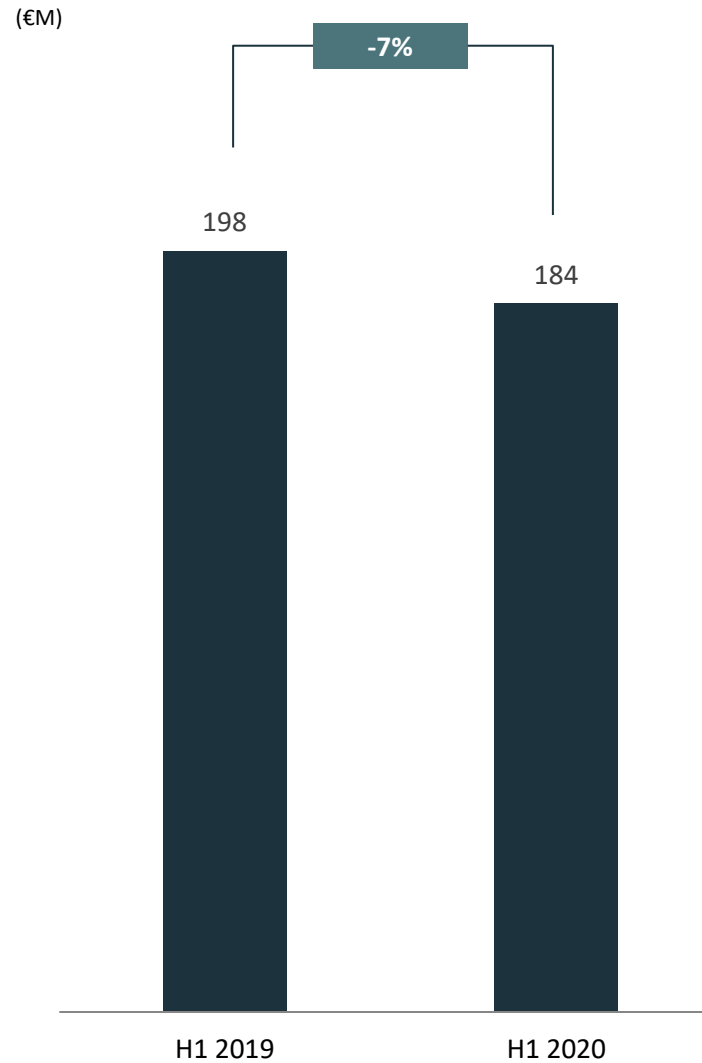


# FOCUS ON NET REVENUES NEW YACHTS

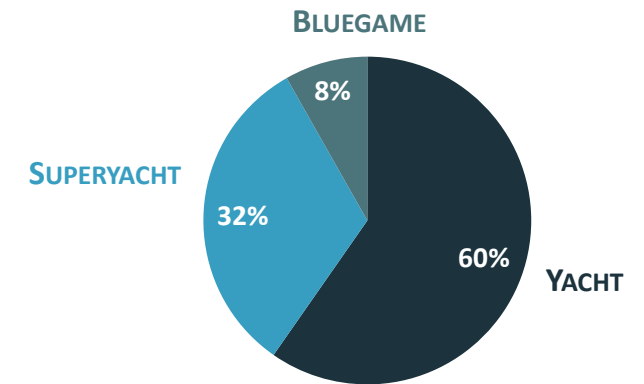
## COMMENTARY

- **H1 2020 NET REVENUES NEW YACHTS AT €184M**
  - -7% vs H1 2019<sup>1</sup>
- **BREAKDOWN BY DIVISION**
  - **YACHT** -12% vs H1 2019
  - **SUPERYACHT** -10% vs H1 2019
  - **BLUEGAME** +103% vs H1 2019
- **BREAKDOWN BY GEOGRAPHY**
  - **EUROPE** 61% vs 63% H1 2019
  - **AMERICAS** 11% vs 15% H1 2019
  - **APAC** 19% vs 17% H1 2019
  - **MEA** 9% vs 5% H1 2019

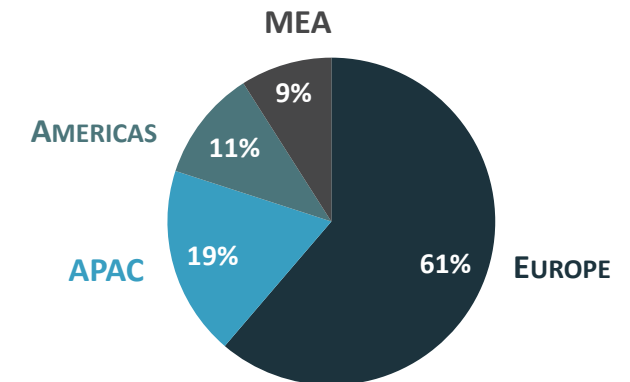
## NET REVENUES NEW YACHTS<sup>1</sup>



## BREAKDOWN BY DIVISION



## BREAKDOWN BY GEOGRAPHY



Source: Company's information.

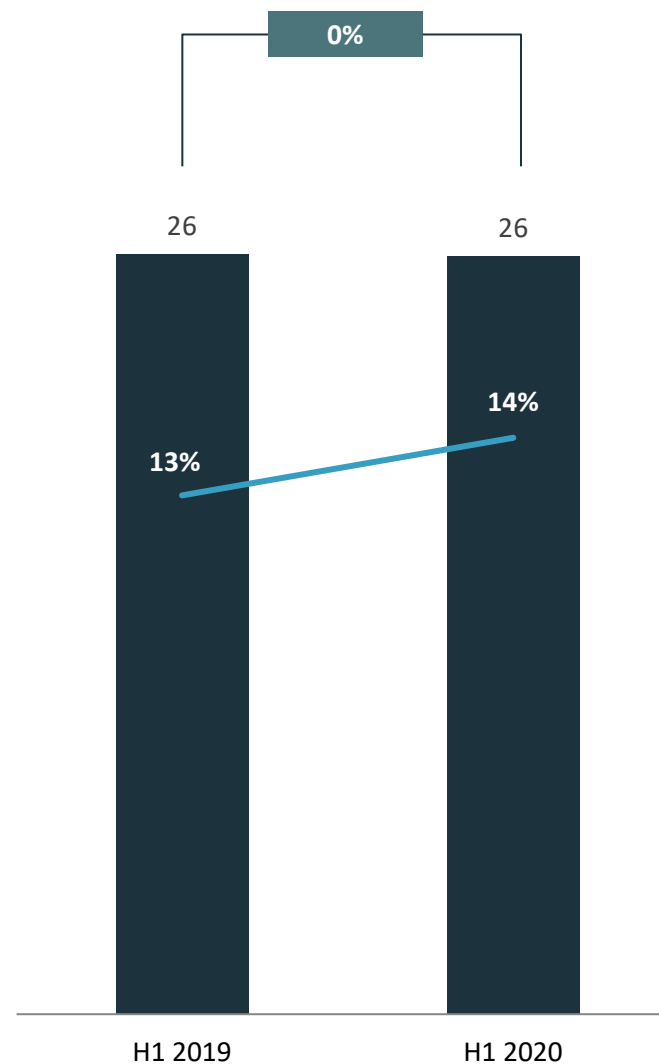
<sup>1</sup> Excluding GP Yachts contribution to H1 2019 (€7,7m), sold in July 2019.

# FOCUS ON PROFITABILITY

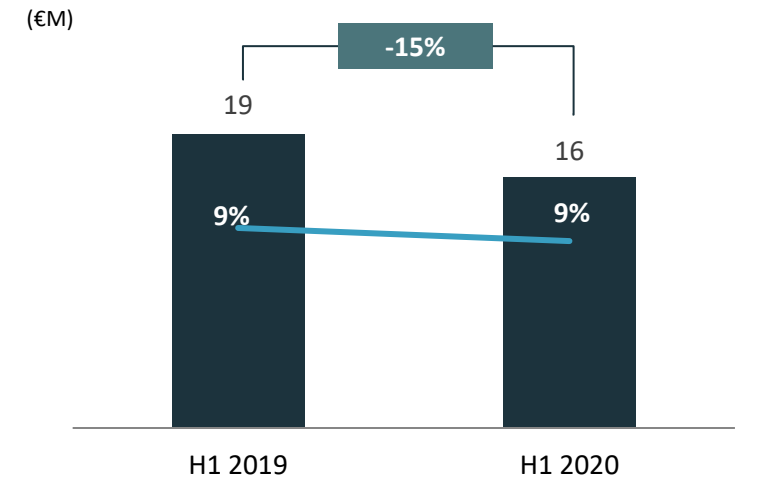
## COMMENTARY

- **SIGNIFICANT ADJ. EBITDA RESULT:** 14% EBITDA MARGIN (+140BPS VS H1 2019) MAINLY DRIVEN BY:
  - HIGHER SELLING PRICES
  - LOWER OPERATING COSTS
  - INCREASED EFFICIENCY THANKS TO FULLY OPERATIONAL NEW PRODUCTION CAPACITY
- **EBIT MARGIN H1 2020 IN LINE WITH H1 2019 AND REFLECTING D&A INCREASE CONNECTED TO INDUSTRIAL CAPEX**
- **GROUP NET INCOME MARGIN EXPANSION: 6% IN H1 2020 VS 5% IN H1 2019**
  - FINANCIAL EXPENSES DECREASED (-50%), REFLECTING LOWER INDEBTEDNESS AND IMPROVED BANK CONDITIONS
  - LOWER INCIDENCE OF TAXES

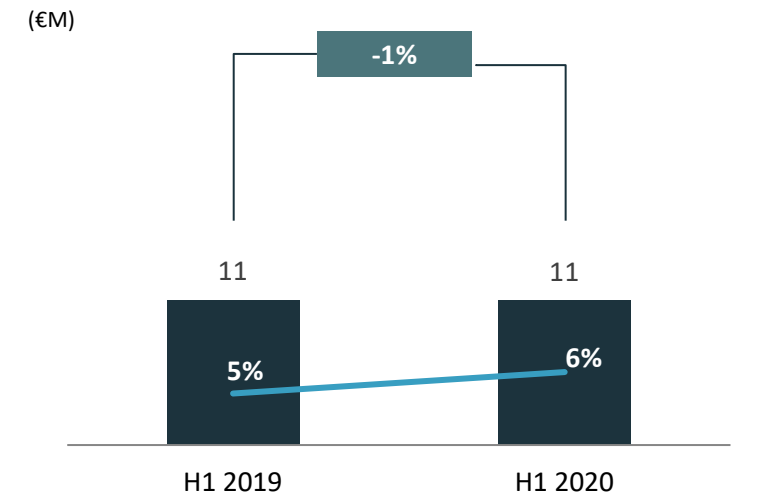
## ADJ. EBITDA<sup>1</sup>



## EBIT



## GROUP NET INCOME



— MARGIN (AS % OF NET REVENUES NEW YACHTS)

Source: Company's information.

<sup>1</sup> Defined as EBIT + D&A. In H1 2020 excludes €0.7 million costs related to 2020 Stock Option Plan and COVID-19 costs.

# NET FINANCIAL POSITION AND LIQUIDITY

## COMMENTARY

- **H1 2020 NET FINANCIAL POSITION DOWN TO €24M**

- FROM €61M AS OF Q1 2020, CONNECTED TO DELIVERIES OF YACHTS IN Q2
- FROM €87M AS OF H1 2019 MAINLY THANKS TO IPO PRIMARY PROCEEDS

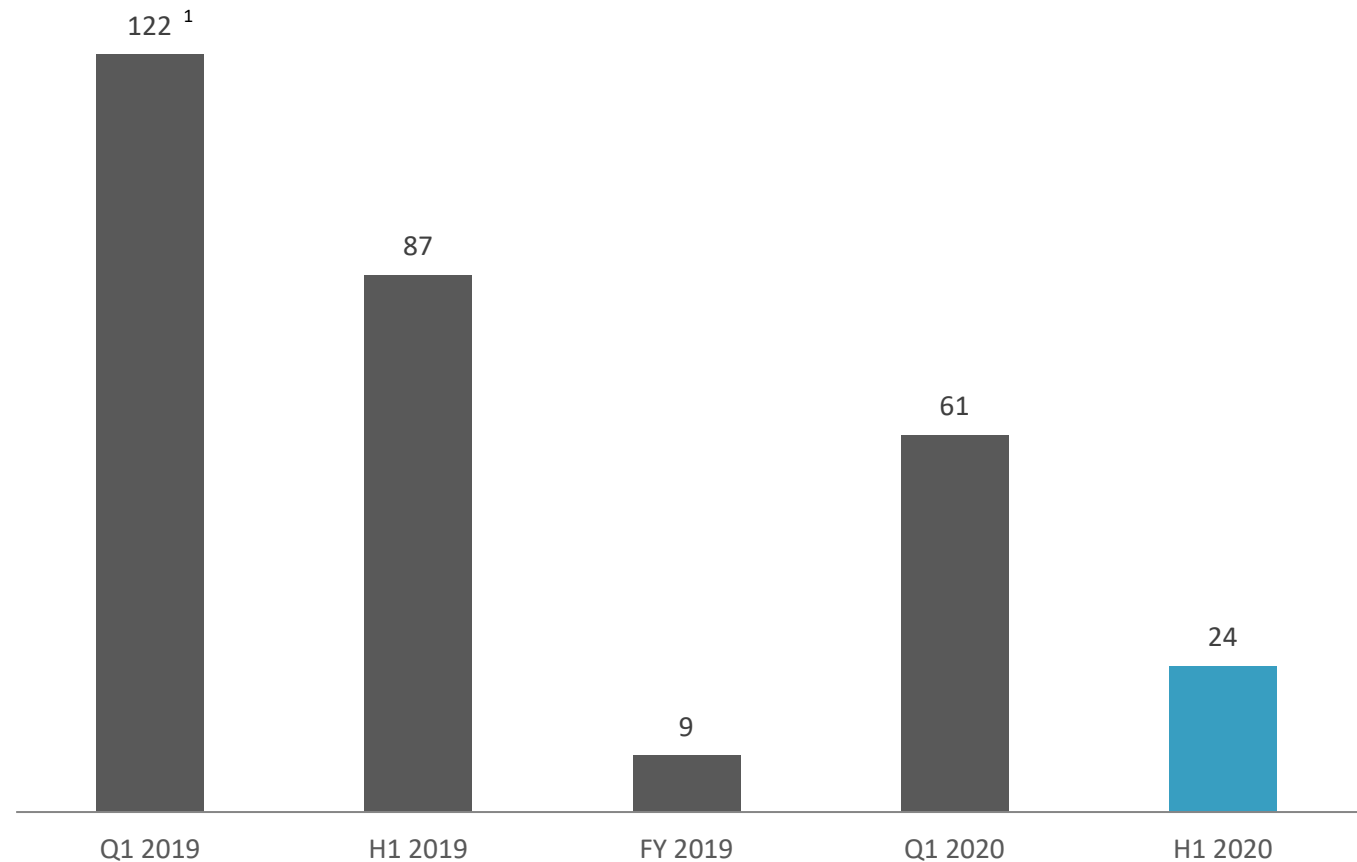
- **NET DEBT EVOLUTION FROM 31 DECEMBER 2019 FIGURES CONSISTENT WITH BUSINESS SEASONALITY**

- **H1 2020 CASH & CASH EQUIVALENTS EQUAL TO €81M**

- **UNDRAWN CREDIT LINES EQUAL TO €92M AS OF 30 JUNE 2020, SIGNIFICANTLY INCREASED VS Q1 THANKS TO NEW AGREEMENTS WITH PRIMARY FINANCIAL INSTITUTIONS AND LOWER UTILISATION**

## NET FINANCIAL POSITION

(€M)



Source: Company's information.

<sup>1</sup> Pro-forma for the reverse merger with WindCo S.p.A.



# OUTLOOK CONFIRMED

- DESPITE SIGNIFICANT IMPACT OF COVID-19 ON MARKET ACROSS GEOGRAPHIES AND INDUSTRIES, SANLORENZO CONTINUES TO BENEFIT FROM ITS SUPERIOR BUSINESS MODEL
  - SOLID LEADERSHIP IN LUXURY YACHTING, WITH POWERFUL BRAND EQUITY
  - LOYAL CUSTOMER BASE BELONGING TO THE WEALTHIEST FAMILIES
  - RESILIENT ORDER BACKLOG (LARGELY COVERED BY FINAL CLIENTS) PROVIDING HIGH VISIBILITY
  - UNIQUE APPROACH TO DISTRIBUTION THROUGH A HIGHLY SELECTIVE BRAND REPRESENTATIVE NETWORK
  - FOCUS ON VALUE-ADDED PHASES ALLOWING FOR A FLEXIBLE COST STRUCTURE
- **SANLORENZO'S MANAGEMENT CONFIRMS 2020E NET REVENUES FROM NEW YACHTS AND EBITDA IN LINE WITH 2019**
  - SUCH OUTLOOK REFLECTS CURRENT BACKDROP AND DOES NOT ENVISAGE NEW MATERIAL LOCKDOWNS OR DISRUPTIONS COMPARABLE TO THOSE EXPERIENCED IN MARCH/APRIL 2020

# OUTLOOK CONFIRMED (CONTINUED)

- **H2 2020 ORDER INTAKE IS EXPECTED TO BE SUPPORTED BY A PLAN OF TARGETED MARKETING AND COMMERCIAL ACTIONS IN PLACE FROM SEPTEMBER 2020**
  - "SANLORENZO ELITE WEEKENDS", PRIVATE BOAT SHOWS IN SANLORENZO SHIPYARDS IN LA SPEZIA. ALL RANGES ON DISPLAY DURING THE WEEKENDS OF SEPTEMBER AND OCTOBER, "À LA CARTE" TAILORMADE PROGRAM FOR CLIENTS AND POTENTIAL ONES, INCLUDING TRANSPORTATION WITH PRIVATE JET. THEY WILL REPLACE AND EVEN EXTEND THE WEEKENDS OF THE CANCELLED CANNES AND MONACO BOAT SHOWS
  - EXCEPTIONAL PRESENCE AT THE GENOA BOAT SHOW, CONFIRMED FROM 1 TO 6 OCTOBER, WITH 14 BOATS ON DISPLAY, OF WHICH 2 IN WORLD PREMIERE - SX112 AND BGX60

# UPDATE ON PRELIMINARY DISCUSSIONS WITH PERINI NAVI

## UPDATE ON CURRENT DISCUSSIONS

- SANLORENZO AND PERINI NAVI SIGNED A NON-BINDING MEMORANDUM-OF-UNDERSTANDING, UNDER WHICH PERINI NAVI HAS GRANTED SANLORENZO AN EXCLUSIVITY PERIOD OF TWO MONTHS TO FURTHER EVALUATE A POTENTIAL INVESTMENT
- EXCLUSIVITY PERIOD EXPIRED, NEGOTIATIONS STILL ONGOING
- FINAL INVESTMENT DECISION WILL REFLECT THE EVOLUTION OF CURRENT MARKET ENVIRONMENT



*First Owner: Tom Perkins*

## RATIONALE BEHIND A POTENTIAL COMBINATION

- **BRAND AFFINITY**
  - SANLORENZO AND PERINI NAVI BOTH EXCEL IN PURSUING OF QUALITY AND DESIGN AS WELL AS MANUFACTURING KNOW-HOW
  - COMPLEMENTARY PRODUCT OFFERING (NO OVERLAP) CATERING TO THE SAME SOPHISTICATED CUSTOMER BASE
  - CONTINUED MONOBRAND-LIKE APPROACH AS SANLORENZO AND PERINI NAVI WILL BE MANAGED AS STANDALONE BRANDS
- **POTENTIAL TO UNLOCK RELEVANT INDUSTRIAL SYNERGIES**
  - 2 PERINI NAVI SHIPYARDS LOCATED IN VIAREGGIO AND LA SPEZIA (NEAR TO SANLORENZO'S SITES)
  - 1 MORE PLANT LOCATED IN TURKEY, THAT SANLORENZO CAN LEVERAGE ON FOR THE PRODUCTION OF STEEL HULLS THANKS TO MORE THAN 30 YEARS OF ACTIVITY
- **NO ADDITIONAL CAPEX FOR INDUSTRIAL CAPACITY REQUIRED**
  - SHIPYARDS HAVE BEEN RECENTLY REVAMPED
  - CAPACITY AVAILABLE FOR FURTHER GROWTH
- **PERINI NAVI REPRESENTS AN OPPORTUNITY FOR SANLORENZO TO CONTINUE ITS PATH ON SUSTAINABILITY, ENTERING THE ECO-FRIENDLY MOTORSAILER YACHT INDUSTRY**

*YOUR VISION, OUR CRAFT*

APPENDIX

# INCOME STATEMENT

(€'000)	Six months ended 30 June (H1)				Change	
	2020	% Net Revenues New Yachts	2019	% Net Revenues New Yachts	2020 vs. 2019	2020 vs. 2019%
<b>Net Revenues New Yachts</b>	184,145	100.0%	205,406	100.0%	(21,261)	-10.4%
Net revenues from pre-owned boats, maintenance and other services	23,219	12.6%	19,695	9.6%	3,524	+17.9%
Other income	1,989	1.1%	1,054	0.5%	935	+88.7%
Operating costs	(183,596)	(99.7)%	(200,322)	(97.5)%	16,726	-8.3%
<b>Adjusted EBITDA</b>	<b>25,757</b>	<b>14.0%</b>	<b>25,833</b>	<b>12.6%</b>	<b>(76)</b>	<b>-0.3%</b>
Non-recurring costs	(679)	(0.4)%	-	-	(679)	-
<b>EBITDA</b>	<b>25,078</b>	<b>13.6%</b>	<b>25,833</b>	<b>12.6%</b>	<b>(755)</b>	<b>-2.9%</b>
Depreciation and amortisation	(9,140)	(5.0)%	(7,178)	(3.5)%	(1,962)	+27.3%
<b>EBIT</b>	<b>15,938</b>	<b>8.7%</b>	<b>18,655</b>	<b>9.1%</b>	<b>(2,717)</b>	<b>-14.6%</b>
Net financial expense	(1,091)	(0.6)%	(2,203)	(1.1)%	1,112	-50.5%
Adjustments to financial assets	30	0.0%	-	-	30	-
<b>Pre-tax profit</b>	<b>14,877</b>	<b>8.1%</b>	<b>16,452</b>	<b>8.0%</b>	<b>(1,575)</b>	<b>-9.6%</b>
Income taxes	(4,600)	(2.5)%	(5,837)	(2.8)%	1,237	-21.2%
<b>Net profit</b>	<b>10,277</b>	<b>5.6%</b>	<b>10,615</b>	<b>5.2%</b>	<b>(338)</b>	<b>-3.2%</b>
(Profit)/Loss attributable to non-controlling interests	271	0.1%	(1)	-	272	-
<b>Group net profit</b>	<b>10,548</b>	<b>5.7%</b>	<b>10,614</b>	<b>5.2%</b>	<b>(66)</b>	<b>-0.6%</b>

Source: Company information  
Consolidated Figures

# BALANCE SHEET

(€'000)	30 June 2020	31 December 2019	Change	
			2020 vs. 2019	2020 vs. 2019%
<b>USES</b>				
Goodwill	8,667	8,667	0	-
Intangible assets with a finite useful life	35,596	35,404	192	+0.5%
Property, plant and equipment	105,692	102,598	3,094	+3.0%
Other equity investments and other non-current assets	409	379	30	+7.9%
Net deferred tax assets	5,020	3,008	2,012	+66.9%
Non-current employee benefits	(821)	(796)	(25)	+3.1%
Non-current provisions for risks and charges	(991)	(913)	(78)	+8.5%
<b>Net fixed capital</b>	<b>153,572</b>	<b>148,347</b>	<b>5,225</b>	<b>+3.5%</b>
Inventories	81,830	62,311	19,519	+31.3%
Trade receivables	21,794	20,269	1,525	+7.5%
Contract assets	110,167	87,889	22,278	+25.3%
Trade payables	(103,399)	(152,189)	48,790	-32.1%
Contract liabilities	(69,423)	(19,442)	(49,981)	+257.1%
Other current assets	32,261	46,007	(13,746)	-29.9%
Current provisions for risks and charges	(9,911)	(9,299)	(612)	+6.6%
Other current liabilities	(31,998)	(23,999)	(7,999)	+33.3%
<b>Net working capital</b>	<b>31,321</b>	<b>11,547</b>	<b>19,774</b>	<b>+171.2%</b>
<b>NET INVESTED CAPITAL</b>	<b>184,893</b>	<b>159,894</b>	<b>24,999</b>	<b>+15.6%</b>
<b>SOURCES</b>				
<b>Net financial position</b>	<b>23,506</b>	<b>9,063</b>	<b>14,443</b>	<b>+159.4%</b>
<b>Equity</b>	<b>161,387</b>	<b>150,831</b>	<b>10,556</b>	<b>+7.0%</b>
<b>TOTAL SOURCES</b>	<b>184,893</b>	<b>159,894</b>	<b>24,999</b>	<b>+15.6%</b>

Source: Company information  
Consolidated Figures

# CASH FLOW STATEMENT AND NET FINANCIAL POSITION

## CASH FLOW STATEMENT

(€'000)	30 June 2020	30 June 2019
EBITDA	25,078	25,833
Taxes paid	-	(86)
Changes in inventories	(19,519)	(12,817)
Changes in net contract assets and liabilities	27,703	(6,597)
Changes in trade receivables and advances to suppliers	(1,771)	8,640
Changes in trade payables	(48,790)	3,090
Changes in provisions for risk and charges, allowances and other assets and liabilities	16,090	(3,622)
<b>Operating cash flow</b>	<b>(1,209)</b>	<b>14,441</b>
Capital expenditures	(12,446)	(19,062)
Business combinations (Enterprise Value)	0	(224)
<b>Free cash flow</b>	<b>(13,655)</b>	<b>(4,845)</b>
Net financial charges	(1,091)	(2,203)
Other changes	303	(3,985)
<b>Change in net financial position</b>	<b>(14,443)</b>	<b>(11,033)</b>
Beginning net financial position	9,063	75,444
<b>Ending net financial position</b>	<b>23,506</b>	<b>86,477</b>

## NET FINANCIAL POSITION

(€'000)	30 June 2020	31 December 2019
Cash and cash equivalents	(80,716)	(60,186)
Other liquid assets	-	-
Securities held for trading	-	-
<b>Cash</b>	<b>(80,716)</b>	<b>(60,186)</b>
<b>Current financial receivables</b>	<b>(171)</b>	<b>(6,654)</b>
Current bank payables	18,299	370
Current portion of debt	30,111	17,394
Other current financial payables	2,410	1,530
<b>Current financial debt</b>	<b>50,820</b>	<b>19,294</b>
<b>Net current financial debt</b>	<b>(30,067)</b>	<b>(47,546)</b>
Non-current bank payables	50,540	54,706
Bonds issued	-	-
Other non-current payables	3,033	1,903
<b>Non-current financial debt</b>	<b>53,573</b>	<b>56,609</b>
<b>Net financial position</b>	<b>23,506</b>	<b>9,063</b>

# NOTICE TO RECIPIENT

This presentation is being provided to you solely for your information and it may not be reproduced or redistributed to any other person.

The information contained in this presentation, which has been prepared by Sanlorenzo S.p.A. (the “Company”) and its consolidated subsidiaries (together, the “Group”) and it is under the responsibility of the Company, does not constitute or form part of any offer to sell or issue or invitation to purchase or subscribe for, or any solicitation of any offer to purchase or subscribe for, any securities of the Company, nor shall it or any part of it nor the fact of its distribution form the basis of, or be relied on in connection with, any contract or investment decision. The information and opinions contained in this document are provided as at the date of the presentation and are subject to change. Neither the Company nor the Group are under any obligation to update or keep current the information contained in this presentation.

The director in charge of preparing the corporate accounting documents, Attilio Bruzzese, declares that pursuant to and for the purposes of article 154-bis, paragraph 2 of Italian Legislative Decree no. 58 of 1998, the accounting information contained in this document corresponds to company documents, ledgers and accounting records. The financial results as at 31 March 2020 contained in this document have not been audited.

Forward-Looking Statements: this document may include projections and other “forward-looking” statements within the meaning of applicable securities laws. In particular, all statements that address expectations or projections about the future, including statements about operating performance, market position, industry trends, general economic conditions, expected expenditures, cost-savings, synergies and financial results, are forward-looking statements. Consequently, any statements contained herein that are not statements of historical fact are forward-looking statements.

Forward-looking statements are based on assumptions and current expectations and involve a number of known and unknown risks, uncertainties and other factors that could cause actual results, levels of activity, performance or achievements to be materially different from any future results, levels of activity, performance or achievements expressed or implied by such forward-looking statements. Accordingly, actual events or results or actual performance of the Company or the Group may differ significantly, positively or negatively, from those reflected or contemplated in such forward-looking statements made herein. The Group expressly disclaims any duty, undertaking or obligation to update publicly or release any revisions to any of the information, opinions or forward looking statements contained in this document to reflect any events or circumstances occurring after the date of the presentation of this document. No representation or warranty is made as to the achievement or reasonableness of, and no reliance should be placed on, such forward-looking statements.

Any reference to past performance or trends or activities of the Company shall not be taken as a representation or indication that such performance, trend or activity will continue in the future.

This presentation contains alternative performance indicators that are not recognized by IFRS. Different companies and analysts may calculate these non-IFRS measures differently, so making comparisons among companies on this basis should be done very carefully. These non-IFRS measures have limitations as analytical tools, are not measures of performance or financial condition under IFRS and should not be considered in isolation or construed as substitutes for operating profit or net profit as an indicator of our operations in accordance with IFRS.



Fine Comunicato n.2211-48

Numero di Pagine: 17