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Italia: partnership for the yachting sector

Testo del comunicato

Vedi allegato.

SANLORENZO AND CRÉDIT AGRICOLE LEASING ITALIA: PARTNERSHIP FOR THE YACHTING SECTOR

Innovative collaboration in financial solutions for the purchase of yachts

Milan/Ameglia (SP), 20 September 2021 – With the 61st Genoa Boat Show at the end credits, **Sanlorenzo**, company listed on the STAR segment of the Italian Stock Exchange of Borsa Italiana, and **Crédit Agricole Leasing Italia** have laid down the terms of an important partnership to offer personalised services to their customers. **Sanlorenzo** will recommend Crédit Agricole Leasing Italia as **partner for the lease purchase of yachts and superyachts** to its European clients, providing them a tailor-made service and dedicated conditions.

Sanlorenzo shipyards have been building yachts since 1958 and represent the "atelier" of yachting, thanks to production limited to few units per year, designed and built rigorously made-to-measure for a selected and sophisticated international clientele. Consistent with this philosophy of searching for the highest excellence and with its market positioning, in 2020 Sanlorenzo established High-End Services, a division entirely focused on the proposal of a 360° package of services, to which only Sanlorenzo clients will have access, never offered before in the yachting sector: tailor-made leasing/financing packages, Sanlorenzo Charter Fleet, Sanlorenzo Timeless (refit and restyling services) and crew training at the Sanlorenzo Academy.

Sanlorenzo has chosen **Crédit Agricole Leasing Italia**, entity of **Crédit Agricole Italia Banking Group** operating in the lease sector, as partner for the proposal of customised financial services to its clients. Serving 51 million customers worldwide, **Crédit Agricole** has always been driven by its mutual values of proximity, responsibility and solidarity, values that has cultivated for 120 years. Through its universal banking model Crédit Agricole supports its clients in their personal and professional projects.

"The Italian yachting sector needs agreements like these. Customers must be able to rely on solid builders and sound financial services providers. – Massimo Tripuzzi, Crédit Agricole Leasing Italia General Manager stated – We are pleased to collaborate with Sanlorenzo in this prestigious partnership to best promote a sector that is the flagship of Made in Italy."

"High-End Services reversed the logic from finding the right customers for the product offered to finding the right product and services expected by our demanding owners, who require a customisation that exceeds the good purchased. – Carla Demaria, Executive Director, Head of Sanlorenzo High-End Services Division stated – The agreement with Crédit Agricole Leasing Italia represents a real answer along this path and another hallmark of Sanlorenzo brand."

Crédit Agricole Leasing Italia Profile

Crédit Agricole Leasing Italia, with over 10,000 customers and 2 billions of loans to the real economy is the entity of Crédit Agricole in Italy operating in the lease sector with the design and supply of products that are fit to meet the requirements of its customers, mainly businesses and professionals. Through the network of the Crédit Agricole Italia Banking Group, its products covering all finance lease segments are distributed: equipment, vehicles, real estate, aircraft/boat and renewable energy leases. Moreover, through the Vendor leasing channel, it offers both operational and financial equipment leasing products. CA Leasing Italia embraces and implements the Group's values, supporting the commercial banks' network in relations with customers based in the communities in which it operates, giving priority to the core economic sectors, such as agri-food and renewable energy.

www.ca-leasing.it

Sanlorenzo S.p.A. Profile

Sanlorenzo is a worldwide leader in terms of number of yachts over 30 metres long. It is the only player in luxury yachting to compete in different segments with a single brand, producing yachts and superyachts tailored to every boat owner, characterised by a distinctive and timeless design.

Sanlorenzo's production is broken down into three divisions:

- Yacht Division - composite yachts between 24 and 38 metres;
- Superyacht Division - superyachts in aluminium and steel between 40 and 70 metres;
- Bluegame Division - sport utility yachts between 13 and 23 metres.

Sanlorenzo's production is articulated over four production sites located in La Spezia, Ameglia (SP), Viareggio (LU) and Massa. The sites are strategically located near to each other, so allowing significant operational efficiencies. The Group employs around 500 people and cooperates with a network of 1,500 qualified craft enterprises. It can rely on an international distribution network and a widespread service network for customers all over the world. In 2020, the Group generated net revenues from the sale of new yachts of around €458 million, adjusted EBITDA of €71 million and a Group net profit of €35 million.

www.sanlorenzoyacht.com

PRESS CONTACTS

External Relations Area - Crédit Agricole Italia

Phone: 0521.21.2826 / 2846 / 2801

Email: relazioniesterne@credit-agricole.it

Media Relations - Sanlorenzo

Alessandra Capozzi – Mob. +39 347 4342492 a.capozzi@sanlorenzoyacht.com

Chiara Bortolato - Mob. +39 347 8533894 chiara@twin.services

Tommaso Pesa - Mob. +39 347 0735670 tommaso@twin.services

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