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Oggetto : Sanlorenzo is Best Managed Company  
according to Deloitte for the fourth  
consecutive year

*Testo del comunicato*

Vedi allegato.

# SANLORENZO

## SANLORENZO FOR THE FOURTH CONSECUTIVE YEAR AMONGST THE “BEST MANAGED COMPANIES 2021” ACCORDING TO DELOITTE

*The award, established by Deloitte Private, confirms the Italian excellence expressed by Sanlorenzo*

Ameilia (La Spezia), 28 September 2021 – Once again, Sanlorenzo is among the companies that have won the “Best Managed Company Award 2021”, the Deloitte Private prize awarded annually to Italian companies (74 companies have received awards, of which only six are listed on the Stock Exchange) that have distinguished themselves for strategy, skills and innovation, commitment and corporate culture, governance and performance, internationalisation and sustainability. This is the fourth straight victory for Sanlorenzo, valid for obtaining the “gold” status.

Independently judged, by experts from the Italian institutional, academic and business worlds, Sanlorenzo was awarded not only for the excellence demonstrated in the evaluation criteria, but also for its **strong adaptability to the context** and its **capacity to react** to both the pandemic and the economic crisis. Among the main international players, the award confirms the **effectiveness of Sanlorenzo’s business model**, as well as its ability to anticipate market evolutions and trends: a mix of elements that allowed to achieve excellent results also in 2021.

The leading company in the luxury yachting industry – the only company in the yachting sector and the only one based in Liguria awarded by Deloitte – has recently approved excellent results, considering those which just closed the “**greatest half-yearly financial report of all time**”. On the same occasion, Sanlorenzo also updated the **guidance for 2021, revising its estimates upwards** (double-digit growth of the main metrics, with a backlog that had already exceeded €1 billion as of 31 August), increasing operating profitability, robust pipeline of new products and additional investments to increase production capacity to sustain growth.

*«Managing a company like Sanlorenzo is a daily challenge and receiving this award is an important recognition to the work of all the women and men of Sanlorenzo. Being listed on the Stock Exchange, our commitment is not only to our client owners and employees, but also to our shareholders and the market, stakeholders particularly interested to both the performance and sustainability of our work. For several years now, we have included ESG elements in our processes; in this sense, in 2021 we are **further pushing the accelerator on sustainability** and, in particular, on projects aimed **at reducing the impact of yacht usage on the marine ecosystem**. Sanlorenzo is in fact the first player in the sector to have tightened a strategic and exclusive partnership with a prominent company in the energy field such as Siemens-Energy, focused on the development of fuel cell systems. An agreement that I would define a landmark for the entire yachting industry as it paves the way to solutions unthinkable until a few years ago.»*

**Mr. Massimo Perotti, Chairman and Chief Executive Officer of Sanlorenzo**

*«Sanlorenzo confirms to be an absolute excellence and, also this year, one of our awarded companies, winning our recognition for the fourth time in a row. Despite the pandemic, in 2020-2021 the demand for Made in Italy yachts saw a real boom and Sanlorenzo has proved once again to be one of the leading companies in the sector and able to anticipate trends and issues that will be at the core of the yachting market.»*

**Ernesto Lanzillo (Deloitte Private Leader) and Andrea Restelli (Partner Deloitte and BMC director)**

The “Best Managed Company Award” is established by Deloitte Private, with the support of Elite (the network and private market of the Borsa Italiana-Euronext Group that connects companies to different sources of capital to accelerate their growth), Confindustria and ALTIS, Alta Scuola Impresa e Società (Graduate School Business and Society) of the Università Cattolica del Sacro Cuore.

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## Sanlorenzo S.p.A.

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 – yachts in composite 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](http://www.sanlorenzoyacht.com)

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