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Oggetto : Sanlorenzo completes the sale of the new
flagship of the fleet, the first diesel-electric
72Steel, equipped with the greatest green
technology

Testo del comunicato

Vedi allegato.

SANLORENZO

Sanlorenzo completes the sale of the new flagship of the fleet, the first diesel-electric 72Steel, equipped with the greatest green technology currently available on the market

*The Superyacht Division looks back on a record-breaking year
and prepares for the realisation of an unprecedented project: the new flagship of the fleet*

Press Release, 30 November 2021 – Sanlorenzo reaches an important new milestone with the Superyacht Division: in a 2021 characterised by outstanding commercial satisfaction and excellent financial performance, the Company has **signed the contract for the manufacturing of the largest superyacht ever to be built by the shipyard**. The sale was finalised through the international broker house **Edmiston** and the new project will be delivered to its European owner in spring 2025.

The sale of this new superyacht, which coincides with the sale of further 2 units of the 62Steel line, crowns a record-breaking year for Sanlorenzo's Superyacht Division which is proud to have **already closed 15 contracts to date in 2021**. This year also saw a significant increase in production activity, with **6 superyachts delivered and 6 units launched**.

Since 2007, the year when the first metal superyacht was delivered, there have been **39 units in navigation**, in addition to the **21 vessels currently under construction**, to be delivered in the next four years, **totalling 60 units**, as further confirmation of the shipyard's prestige on the world superyacht scene.

*«The results of 2021 have been so far excellent, in particular for the significant growth in the backlog, which allows us to have an extensive visibility on future growth – commented **Ferruccio Rossi, President of Sanlorenzo's Superyacht Division** – a success that has two main drivers: the Group's strategy and business model and a great commercial performance, with people and teams that in this 2021 have really made the difference in the international yachting sector. We have been positively impressed by the response we have had at all the boat shows, starting with the Cannes kermesse, then confirmed by an outstanding Monaco Yacht Show, which have been very useful occasions for presenting our new models, consolidating relationships with our clients and initiating new ones. The pride of having signed the contract for our first 72Steel, the largest Sanlorenzo ever to be built and which will be in the water in 2025, is the crowning achievement of an unparalleled year.»*

*«The 72Steel is aiming to become one of the new protagonists of the Sanlorenzo range, thanks also to the hybrid diesel-electric engine system, which confirms again the Company's increasing attention to the future, constantly studying concrete solutions to reduce the impact of its yachts on the marine ecosystem. The hybrid diesel-electric engine system represents a combination of innovative solutions which make it possible to significantly reduce emissions into the atmosphere and the sea, ensure high levels of comfort and rationalise the spaces dedicated to the engine area in favour of the internal volume available for owners and guests, thus presenting itself as a new paradigm for superyachts of this size» stated **Antonio Santella, New Product Development Director of Sanlorenzo's Superyacht Division**.*

*«We are very proud to be involved in such a cutting-edge project, which will become the largest Sanlorenzo to date. After a careful shipyard selection process, Sanlorenzo emerged victorious. The client's vision of building their dream yacht by incorporating the best available green technology aligns perfectly with Sanlorenzo's approach. This is a milestone for all parties involved and we look forward to an ongoing successful collaboration with Sanlorenzo» said the Owner's Representative, Alex Busher of **Edmiston**.*

Between sustainability and design: the new model – With its 72 metres in length, five decks and a volume of 1850 GT, the **72Steel** will be a completely new project with respect to its predecessors, while sharing the immediately recognisable style of Sanlorenzo, of which it **will soon become the new flagship**.

Over time, Sanlorenzo's superyacht models have become iconic thanks to their **unmistakable design**, which combines purity of line with balanced proportions, and above all to the **innovations** that each of them has introduced. These two fundamental aspects are destined to meet once again to give life to a unique product tailored to the owner's requirements.

Like every new creation of the Superyacht Division, the 72Steel will be characterised by unexpected solutions, the result of a project studied at 360 degrees around the concept of liveability on board: from the conception of the steel hull, with an aluminium superstructure, conceived and forged like a work of art, to the design of the interiors, customised in every smallest detail to adhere perfectly to the client's every desire.

Interpreting the external lines of the 72Steel will be **Studio Zuccon International Project**, which has already created several prestigious projects for Sanlorenzo, while the interiors will be furnished to meet the owner's specific requirements. The owner's cabin will have a dedicated deck – the *Owner's deck* – above the *Bridge deck* and will occupy an entire deck of the yacht. The *Main deck* will be the area reserved for guests with lounge areas and 5 spacious cabins. One of the model's special features will be an extensive wellness area to ensure relaxation for all guests on board.

*«We are very proud to work alongside Sanlorenzo for the research and design of such an important vessel, which, at 72 metres, will represent the flagship of the superyacht range, as well as the largest steel and aluminium boat ever built by the shipyard. 72Steel is a fascinating project, an important milestone, which we expect will not be a point of arrival but a further step of growth – commented **Bernardo Zuccon, Zuccon International Project** – With my team we have designed the external lines with the precise intention of keeping the DNA of Sanlorenzo visible. An identity that is increasingly appreciated in a notoriously heterogeneous and multicultural market.*

As far as the exterior design is concerned, we have focused on a clean, timeless language, in which interior and exterior dialogue is intelligent and functional, thanks also to the extensive use of glass surfaces. The signs that characterise the language are harmonious, the pencil has moved naturally without forcing or ostentation. It is a well-balanced yacht, the result of a long process of study and in-depth analysis, a research that through attention to detail has allowed us to achieve a perfect stylistic balance within a large vessel of life.»

Superyacht Division, performance in the first 9 months 2021 – Sanlorenzo, listed on Euronext STAR Milan, approved on 4 November the consolidated results as at 30 September 2021. The Superyacht Division generated Net Revenues New Yachts of €133.2 million, equal to 31.1% of the total, up by 33.5% compared to the first nine months of 2020, driven by the Steel line and the new X-Space range, which was extremely well received even before its launch.

On the same occasion, Sanlorenzo also confirmed the Group's guidance for 2021, which foresees a double-digit growth of the main metrics (Net Revenues New Yachts, EBITDA, Net Profit, Investments and Net Financial Position), supported by an order intake of €381.1 million in the third quarter, which led the backlog to a record level of €1.2 billion.

Sanlorenzo

For over 60 years the Sanlorenzo shipyards have been producing high quality motoryachts, the result of a combination of craftsmanship, design and advanced technologies, made-to-measure according to the owner's specific requests.

Founded in 1958 by Gianfranco Cecchi and Giuliano Pecchia with the opening of the first shipyard near Florence, Sanlorenzo was taken over in 1972 by Giovanni Jannetti who launched the first fibre-glass hull boat in 1985 and moved the headquarters to Ameglia (SP). In 2005, Massimo Perotti - with a wealth of experience gained in over twenty years of activity in the sector - took the baton.

Under the direction of Mr. Massimo Perotti, Chairman and Chief Executive Officer of Sanlorenzo, the shipyard has gone through a period of extraordinary growth, bringing consolidated net revenues from new yachts to a level of 40 million euros in 2004 to 457,7 million euros in 2020.

As one of the main producers worldwide of yachts and superyachts, Sanlorenzo has today four production plants: La Spezia, dedicated to the production of superyachts, Ameglia for the production of medium and large size yachts, Viareggio, for the production of fiberglass yachts over 100 feet and Massa, the centre for the research and development of new models.

With the acquisition, Sanlorenzo received a significant impetus for innovation and over the years has successfully implemented numerous completely unprecedented concepts that have profoundly changed the yachting world. A major milestone in this journey was its opening to the world of design through the collaboration with renown designers such as Rodolfo Dordoni, Citterio Viel, Piero Lissoni (Sanlorenzo's Art Director since 2018), Patricia Urquiola, John Pawson and Christian Liaigre.

This unique, innovative approach has also led the company, over the years, to bond with the world of art through the collaborations with major Galleries and cultural institutions. In 2018 Sanlorenzo has entered a global partnership agreement with Art Basel, the leading art fair for modern and contemporary art for the annual events in Hong Kong, in Basel and Miami Beach. In 2020, Sanlorenzo also became the Institutional Patron of the Peggy Guggenheim Collection. (the most important museum in Italy for 20th century European and American art).

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