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Diffusione presunta

Oggetto : Sanlorenzo selects FinDynamic to support
its supply chain with an ethical and
sustainable approach

Testo del comunicato

Vedi allegato.

SANLORENZO SELECTS FINDYNAMIC TO PROVIDE FINANCIAL SUPPORT TO ITS SUPPLY CHAIN WITH AN ETHICAL AND SUSTAINABLE APPROACH

An opportunity for the thousands of artisan companies that work with the leading Group in luxury yachting

Milano/Ameglia, 18 January 2023 – **Sanlorenzo Yacht**, leading company in the luxury yachting sector listed on the Euronext STAR Milan segment of Borsa Italiana, has chosen FinDynamic to support its suppliers with a digital platform for **Supply Chain Finance**.

Thanks to the solution offered by **FinDynamic**, the ethical values of environmental and social responsibility, fundamental pillars of Sanlorenzo's strategy and activity, will be further extended to the entire supply chain. **Confirming** and **Dynamic Discounting** represent effective tools which will enable Sanlorenzo to provide financial support to its suppliers, so as to strengthen and stabilise the relationships with the supply chain. In addition to Confirming, in which Sanlorenzo has been active since 2020, currently with three major financial institutions, the Group will now offer Dynamic Discounting, in which suppliers will have the possibility to obtain an advance payment of their invoices and Sanlorenzo will benefit from an efficient management of liquidity, all integrated and digitalised in a single innovative platform.

Attilio Bruzzese, Group Chief Financial Officer of Sanlorenzo, commented: "Our supply chain, which counts thousands of artisanal companies of absolute excellence, is a key element of our business model. Since ever, and even more in a challenging moment like the current one, we have been feeling the strong sense of responsibility to effectively support our suppliers, to enable them to keep growing together with Sanlorenzo. The solution offered by FinDynamic fits perfectly with Sanlorenzo's strategy, which identifies sustainability & technology and supply chain as fundamental drivers of growth."

"We are proud to welcome a company of international standing as Sanlorenzo in the world of FinDynamic. Our objective has always been to make Supply Chain Finance solutions a valuable instrument to foster business growth by supporting **supply chains**. – declared **Enrico Viganò**, co-founder and CEO of FinDynamic – Thanks to our platform, Sanlorenzo will benefit from a digitally advanced and constantly evolving offer, the only one of its kind in Italy."

FinDynamic is a European leader in innovative Supply Chain Finance solutions (Dynamic Discounting, Confirming, Reverse Factoring, Sustainable Supply Chain Finance, Receivable Financing...) that enable companies to generate economic value through the efficient use of their cash. In Italy, FinDynamic is the leading company for Dynamic Discounting solutions, with a market share of more than 90 %, over 200 active supply chain leaders and a supplier base of more than 18,000 involved. Its solutions are highly integrated with both the supply chain leader's ERP or TMS and the banking institution's systems.

Sanlorenzo is a leading global brand in the luxury yachting which builds "made-to-measure" yachts and superyachts customized for each client, characterized by a distinctive and timeless design.

Founded in 1958 in Limite Sull'Arno (FI), the cradle of Italian shipbuilding, Sanlorenzo has excelled in carving out a clear identity and a high-end brand positioning over time. In 1974, Giovanni Jannetti acquired the company and created Sanlorenzo legend, producing every year a limited number of yachts characterized by a unique, highly recognizable style, comfort, safety and focusing on a sophisticated customer base. In 2005, Massimo Perotti, Executive Chairman, acquired the majority of Sanlorenzo, guiding its growth and development on international markets, while preserving

the heritage of the brand. Today, manufacturing activities are carried out in four shipyards in La Spezia, Ameglia (SP), Viareggio (LU) and Massa, synergistically and strategically located within a 50 kilometres radius, in the heart of the nautical district.

The production is articulated into three business units: Yacht Division (composite 24-38 metres yachts); Superyacht Division (40-72 metres aluminium and steel superyachts); Bluegame Division (13-23 metres sports utility yachts in composite). Through the High-End Services Division, Sanlorenzo offers an exclusive range of services dedicated to its clients.

The Group employs over 700 people and cooperates with a network of thousands of qualified artisan companies. In addition, the Group leverages on an international distribution network, a widespread service network for customers worldwide, close collaborations with world-renowned architects and designers and a strong liaison with art and culture. In 2021, the Group generated net revenues from the sale of new yachts of €586 million, adjusted EBITDA of €96 million and a Group net profit of €51 million.

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