

<p>Informazione Regolamentata n. 2211-153-2023</p>	<p>Data/Ora Inizio Diffusione 03 Agosto 2023 14:19:35</p>	<p>Euronext Star Milan</p>
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Societa' : SANLORENZO

Identificativo : 180020

Informazione  
Regolamentata

Nome utilizzatore : SANLORENZON03 - -

Tipologia : 1.2

Data/Ora Ricezione : 03 Agosto 2023 14:19:32

Data/Ora Inizio  
Diffusione : 03 Agosto 2023 14:19:35

Oggetto : H1 2023 Consolidated Results and 2023  
Guidance

*Testo del comunicato*

Vedi allegato.

**SANLORENZO S.P.A.:**  
**THE BOARD OF DIRECTORS APPROVED**  
**THE HALF-YEARLY FINANCIAL REPORT AS OF 30 JUNE 2023**  
**AND THE UPWARD REVISION OF 2023 GUIDANCE**

**2023 guidance revised upward,**  
**supported by a robust backlog of high quality with sold deliveries up to 2027,**  
**a very positive business outlook and an effective market strategy.**

**Net Revenues New Yachts at €388.4 million (+12.6% YoY),**  
**constant margin expansion at all levels and robust and sustainable cash generation.**

- Net revenues from the sale of new yachts (“Net Revenues New Yachts”) at €388.4 million, **+12.6%** compared to €344.9 million in the first half of 2022, the excellent performance of the Superyacht and Bluegame Divisions drives growth, with a trend of the Yacht Division in line with the objectives set for the entire current year; geographically, robust growth in the traditional markets of Sanlorenzo, especially in Europe, and an appealing development of the MEA area
- EBITDA at €67.7 million, **+20.3%** compared to €56.3 million in the first half of 2022, margin of 17.4% on Net Revenues New Yachts, up by 110 basis points
- EBIT at €53.1 million, **+20.0%** compared to €44.3 million in the first half of 2022, margin of 13.7% on Net Revenues New Yachts, up by 90 basis points
- Group net profit at €39.0 million, **+20.3%** compared to €32.5 million in the first half of 2022, margin of 10.1% on Net Revenues New Yachts, up by 70 basis points
- Organic net investments for €13.1 million, incidence of 3.4% on Net Revenues New Yachts, of which over 80% dedicated to increase production capacity and to develop new models and ranges
- Net cash position of €140.5 million as of 30 June 2023, a further improvement compared to €91.1 million as of 30 June 2022 and €100.3 million as of 31 December 2022; healthy **net cash generation** in the first half of 2023 equal to **€40.2 million, net of the payment of dividends for €22.6 million**, with an excellent EBITDA’s conversion rate into free cash flow
- Order intake in the first half of 2023 amounting to €351.5 million, leading the backlog to reach €1,421.1 million as of 30 June 2023, compared to €1,402.8 million as of 30 June 2022
- **Upward revision of 2023 guidance, with 89% of expected Net Revenues New Yachts in the range €830-850 million covered by 2023 share of the current order portfolio, 90% sold to final clients in its entirety**

Ameglia (La Spezia), 3 August 2023 – The Board of Directors of Sanlorenzo S.p.A. (“Sanlorenzo” or the “Company”), which met today under the chairmanship of Mr. Massimo Perotti, examined and approved the half-yearly consolidated financial statements as of 30 June 2023 and the upward revision of the guidance on expected results for the year 2023.

**Massimo Perotti, Chairman and Chief Executive Officer of the Company,** commented:

*«I am particularly proud to present excellent results in a quite challenging market scenario, achieved thanks to the commitment and passion of all Sanlorenzo teams, to which I would like to address a special thanks.*

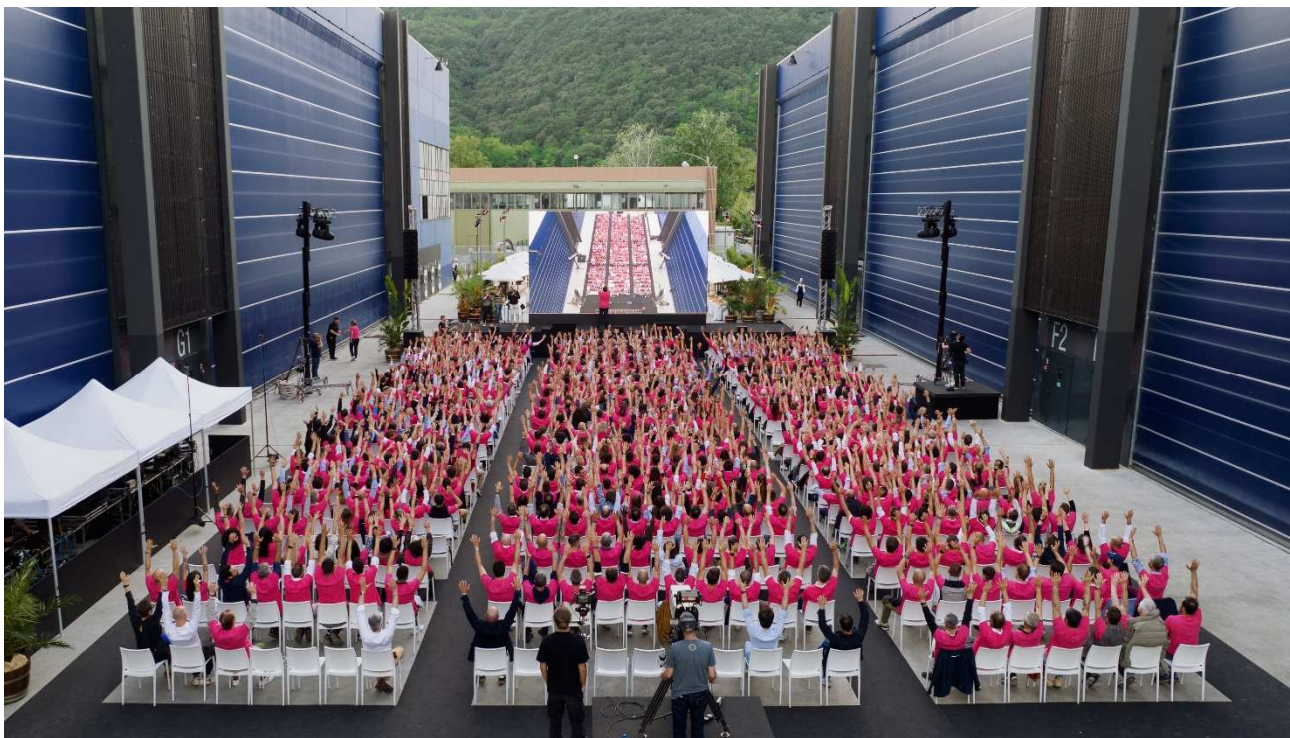
*We revise upward the guidance on expected results for the current year, relying on a first half of absolute satisfaction and a very solid order portfolio, exceeding €1.4 billion as of 30 June 2023, but above all of high quality, as it is for 90% backed by contracts with final clients.*

*Such performance is direct consequence of our business model which has proven highly reliable throughout our history and makes us confident for the years to come, as pioneers of the sector towards carbon neutrality, a paramount priority on our road to 2030.*

*With this long-term vision being clear in our minds, we keep conjugating the development of new, highly innovative product ranges, which create new market segments, with the highest expression of Made in Italy design and craftsmanship, fundamental distinctive elements of our brand identity.*

*As distinctive as our direct distribution strategy in key markets, and consistently we recently started operations in our Monaco and French Riviera offices, in locations perfectly accordant with the Maison Sanlorenzo positioning.*

*Last May, we organised the event "Our Road to 2030" with more than 700 Sanlorenzo people, where we shared our ambitious goals that we will target all together, with courage and awareness of our strength and values, to develop the Sanlorenzo of the future.»*



## CONSOLIDATED NET REVENUES NEW YACHTS

**Net Revenues New Yachts<sup>1</sup>** in the first half of 2023 amounted to **€388.4 million, up by 12.6%** compared to €344.9 million in the same period of 2022.

The Yacht Division generated Net Revenues New Yachts equal to €239.3 million, with excellent results of the SD line and the new SP line which recorded particularly high growth rates.

Outstanding performance of the Superyacht Division, with Net Revenues New Yachts equal to €105.8 million, up by 36.0% compared to the first half of 2022, led by the Alloy line, the new X-Space and the Steel line.

Equally impressive the performance of Bluegame, with Net Revenues New Yachts equal to €43.3 million, up by 33.6% compared to the first half of 2022. Such results have been reached also thanks to a significant favourable mix effect and the first full year of production of BG54, best seller of the range.

The geographical breakdown confirmed, once again, the strong expansion of the European market, up by 37.1% compared to the first half of 2022, and the Middle-East, up by 57.7%, more than offsetting the slowdown in the Americas, a market particularly affected by the level of interest rates, and APAC, where an extraordinary transaction with Simpson Marine is underway.

### NET REVENUES NEW YACHTS BY DIVISION

(€'000)	Six months ended 30 June				Change	
	2023	% total	2022	% total	2023 vs. 2022	2023 vs. 2022%
Yacht Division	239,335	61.6%	234,656	68.0%	4,679	+2.0%
Superyacht Division	105,810	27.3%	77,805	22.6%	28,005	+36.0%
Bluegame Division	43,286	11.1%	32,405	9.4%	10,881	+33.6%
<b>Net Revenues New Yachts</b>	<b>388,431</b>	<b>100.0%</b>	<b>344,866</b>	<b>100.0%</b>	<b>43,565</b>	<b>+12.6%</b>

### NET REVENUES NEW YACHTS BY GEOGRAPHICAL AREA

(€'000)	Six months ended 30 June				Change	
	2023	% total	2022	% total	2023 vs. 2022	2023 vs. 2022%
Europe	256,697	66.1%	187,241	54.3%	69,456	+37.1%
Americas	62,956	16.2%	91,138	26.4%	(28,182)	-30.9%
APAC	42,514	10.9%	49,837	14.5%	(7,323)	-14.7%
MEA	26,264	6.8%	16,650	4.8%	9,614	+57.7%
<b>Net Revenues New Yachts</b>	<b>388,431</b>	<b>100.0%</b>	<b>344,866</b>	<b>100.0%</b>	<b>43,565</b>	<b>+12.6%</b>

## CONSOLIDATED OPERATING AND NET RESULTS

**EBITDA<sup>2</sup>** amounted to **€67.7 million, up by 20.3%** compared to €56.3 million in the first half of 2022. The **margin on Net Revenues New Yachts** is equal to **17.4%, up by 110 basis points** compared to the same period of 2022, as proof of the solidity of the business model and the ability to practice sustainable pricing policies, consistent with the brand positioning.

**EBIT** amounted to **€53.1 million, up by 20.0%** compared to €44.3 million in the first half of 2022. The **margin on Net Revenues New Yachts** is equal to **13.7%, up by 90 basis points** compared to the same period of 2022, following the implementation of the investments aimed at developing new products and increasing production capacity.

**Pre-tax profit** amounted to **€54.1 million, up by 22.7%** compared to €44.1 million in the first half of 2022.

<sup>1</sup> Net Revenues New Yachts are calculated as the algebraic sum of revenues from contracts with customers relating to the sale of new yachts (recognised over time with the "cost-to-cost" method) and pre-owned yachts, net of commissions and trade-in costs of pre-owned boats.

<sup>2</sup> EBITDA is calculated by adding amortisation/depreciation expenses to operating profit/loss.

Group net profit reached **€39.0 million**, up by **20.3%** compared to €32.5 million in the first half of 2022. The margin on Net Revenues New Yachts is equal to **10.1%**, up by **70 basis points** compared to the same period of 2022.

## CONSOLIDATED BALANCE SHEET AND FINANCIAL RESULTS

**Net working capital** was **negative for €75.6 million** as of 30 June 2023, compared to a negative figure of €37.0 million as of 31 December 2022 and a negative figure of €70.0 million as of 30 June 2022, a physiological normalisation, whilst also confirming the efficiency of the business model in terms of capital intensity invested.

Inventories were equal to €89.0 million, up by €35.6 million compared to 31 December 2022 and up by €13.0 million compared to 30 June 2022. The increase compared to the year-end figures is mainly due to raw materials and work-in-progress products, reflecting the progressive increase in backlog. Finished products were equal to €18.0 million, up by €9.8 compared to 31 December 2022.

**Organic net investments** made in the first half of 2023 amounted to **€13.1 million**, of which over 80% dedicated to increase production capacity and to develop new models and ranges. The incidence on Net Revenues New Yachts showed a reduction, amounting to 3.4% in the first half, mainly as a result of an ever-expanding revenue base, given a substantially stable average amount of investment needed for a new model development.

**Net cash position** as of 30 June 2023 was equal to **€140.5 million**, notwithstanding the payment of dividends of €22.6 million, compared to €100.3 million as of 31 December 2022 and €91.1 million as of 30 June 2022. This progressive improvement is linked to a free cash flow of €65.8 million in the first half of 2023, mainly driven by a steady increase in the EBITDA margin and the ability to deliver and comply with planned contractual advances.

Liquidity as of 30 June 2023 amounted to €281.9 million, of which €222.6 million referred to cash and €59.3 million referred to other current financial asset, up by €80.1 million compared to 31 December 2022 and €87.8 million compared to 30 June 2022. Ready to seize new investment opportunities, the Company continues the flexible and diversified liquidity management strategy undertaken since the first half of 2022, with financial investments totalling €59.3 million as of 30 June 2023.

Financial indebtedness was equal to €141.4 million, of which €93.7 million current and €47.7 million non-current. Lease liabilities, included pursuant to IFRS 16, amounted to €10.0 million.

## BACKLOG

As of 30 June 2023, **backlog<sup>3</sup>** amounted to **€1,421.1 million**, up by €18.3 million compared to 30 June 2022.

The **order intake** in the first half of 2023 is equal to **€351.5 million**, of which €170.1 million in the first quarter and €181.4 million in the second quarter. This result represents a physiological normalization compared to the figure of €487.1 million as of 30 June 2022, partially due to (i) a return towards the historical growth trend, (ii) longer waiting times for yachts delivery, given the high backlog and (iii) the already mentioned slowdown in demand from the Americas, as a result of the increasing uncertainty of the current macroeconomic scenario a high level of interest rates, to which the US clientele is typically more sensitive.

The **amount of the gross backlog referred to the current year**, equal to **€746.0 million**, translates into an excellent coverage of the expected revenues in 2023. **Visibility on future years' revenues** is still significantly high, with orders totalling **€675.1 million**, fostered by the overall extension of delivery dates – sold deliveries up to 2026 for the Yacht Division and up to 2027 for the Superyacht Division. Bluegame enjoys sold deliveries up to 2025, a distinctively long timeframe for its reference market segment.

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<sup>3</sup> Backlog is calculated as the sum of the value of all orders and sales contracts signed with customers or brand representatives relating to yachts for delivery or delivered in the current financial year or for delivery in subsequent financial years. For each year, the value of the orders and contracts included in backlog refers to the relative share of the residual value from 1 January of the financial year in question until the delivery date. Backlog relating to yachts delivered during the financial year is conventionally cleared on 31 December.

(€'000)	Backlog			Change (order intake)		
	1 January <sup>4</sup>	31 March	30 June	Q1	Q2	Total H1
<b>Backlog 2023</b>	<b>1,069,619</b>	<b>1,239,731</b>	<b>1,421,081</b>	<b>170,112</b>	<b>181,350</b>	<b>351,462</b>
of which current year	617,394	696,478	745,978	79,084	49,500	128,584
of which subsequent years	452,225	543,253	675,103	91,028	131,850	222,878
<b>Backlog 2022</b>	<b>915,632</b>	<b>1,178,029</b>	<b>1,402,774</b>	<b>262,397</b>	<b>224,745</b>	<b>487,142</b>
of which current year	544,060	628,110	671,272	84,050	43,162	127,212
of which subsequent years	371,572	549,919	731,502	178,347	181,583	359,930

## 2023 GUIDANCE

In light of the soundness of the order backlog – 90% of which is sold to final clients – while constantly monitoring the evolution of the general environment, **the Company has revised upward the guidance for the current year<sup>5</sup>**. In particular, the 2023 backlog share as of 30 June 2023 covers about 89% of the average new guidance range referred to Net Revenues New Yachts for 2023.

(€ million and margin in % of Net Revenues New Yachts)	2021	2022	2023 upward revision	2023 vs. 2022 <sup>6</sup>	2023 previous
	Actual	Actual	Guidance	Change	Guidance
Net Revenues New Yachts	585.9	740.7	830-850	13.4%	810-830
EBITDA <sup>7</sup>	95.5	130.2	155-160	21.0%	150-155
EBITDA margin <sup>7</sup>	16.3%	17.6%	18.6%-18.8%	+110 bps	18.5%-18.7%
Group net profit	51.0	74.2	86-89	17.9%	84-86
Investments	49.2	50.0	48-50	-	48-50
Incidence % on Net Revenues New Yachts	8.4%	6.8%	5.8%	-100 bps	6.0%
Net financial position	39.0	100.3	135-145	+40m	118-128

The upward guidance revision follows the continuing positive trend of the current orders, an order intake in the first half substantially in line with the Business Plan, as well as a positive sentiment on the general market evolution, and in detail on favourable commercial pipeline dynamics.

<sup>4</sup> Opening the reference year with the net backlog at 31 December of the previous year.

<sup>5</sup> On a like-for-like basis and excluding potential extraordinary transactions.

<sup>6</sup> Calculated on the average of the guidance interval.

<sup>7</sup> The figures from 2019 to 2022 referred to Adjusted EBITDA, which differed from reported EBITDA by less than 0.5%.

## UPDATE ON THE DIRECT DISTRIBUTION IN KEY MARKETS OF THE INTERNATIONAL YACHTING SCENE

### SANLORENZO CÔTE D'AZUR SAS

After the end of the first half of the year, Sanlorenzo consolidated its presence on the French market with the establishment of "Sanlorenzo Côte d'Azur SAS", wholly owned by Sanlorenzo S.p.A.

The new company will be active in the distribution and selling of the Group's products and services in the French Riviera, a key market for the international yachting scene.

The opening of the subsidiary in France confirms Sanlorenzo's distribution strategy announced in the 2023-2025 Business Plan, which provides for direct presence in the main strategic markets, with the opening of monobrand offices, to ensure a strong and closely-knit relationship with Sanlorenzo customers.

### SANLORENZO MONACO (PREVIOUSLY NAMED MARINE YACHTING MONACO)

The business activities of the Monaco headquarters begin, with the opening of "Villa Portofino"; the new offices are located near the marina, in an exclusive environment perfectly in line with the positioning of the Maison Sanlorenzo.

## REGULATORY INFORMATION

In accordance with the requirements of the Rules of the Markets organised and managed by Borsa Italiana S.p.A. (Title IA.2, Section IA.2.1), the Board of Directors of the Company resolved that the month for the payment of any dividend on the results of FY 2023 is May 2024.

Sanlorenzo also points out that no decision has been taken on the possible distribution of the dividend, its payment neither on the Company's dividend policy. Such decision is subject to the exclusive competence of the Shareholders' Meeting that will be convened for the approval of the financial statements for the year ended 31 December 2023. This communication is therefore made exclusively to comply with the requirements of Borsa Italiana S.p.A. and it does not assume any forward-looking value with regard to the existence of the conditions for dividend distribution during this year or in the years to come.

## BUSINESS OUTLOOK

Sanlorenzo continues to enjoy a robust performance of its traditional core markets, Europe above all, which more than compensates a slowdown in the first half of the year, as anticipated during the Q1 results presentation, of the Americas region. The backlog is at its historical high and very healthy, setting the basis for the 2023 upward guidance revision and for an overall confidence about the next few years, both around growth, margins, and cash-flow generation.

The luxury yachting industry, even in the current environment of global environment geopolitical and macroeconomic uncertainty, continues to benefit from the growth of the Ultra High Net Worth Individual (UHNWI) population, defined as those with a net worth above USD 50 million. The penetration rate of yachting within the target addressable market – the UHNWI population – fell below 3% in recent years, thus representing an even more important driver for the future market growth. According to the Credit Suisse Global Wealth Report 2022, in fact, the UHNWIs population CAGR is forecasted at 7.8% within the 2021-2026 timeframe.

The widening of the potential customer base is also combined with a variety of new factors driving the propensity to purchase, namely new lifestyles which can now meet yachting. It will therefore be important to catch these new types of demand and increase the penetration rate among UHNWIs over time. Technology evolution also supports these new pockets of demand; by way of example, new satellite connectivity systems even in the middle of the ocean, enables the rising of the "Work-from-Yacht" phenomenon, which can be read as the equivalent to the well-known "Work-from-Home". The average time that the yacht owner can spend on

board is therefore extended, allowing in fact to increase the attractiveness towards younger customers, already well into working age. The analysis of the clientele evidences a reduction in the average age of the Sanlorenzo Superyacht buyers, from 56 years-old (in the 2016-2020 timeframe) to 49 (2021-2022 timeframe), a trend that, if confirmed, will create the premise for a new generation of yachtsmen to be included within our highly loyal client base.

Sanlorenzo keeps reaping the benefits of a solid competitive advantage resulting from its distinctive and fine-tuned business model: high-end positioning of the brand, exclusive vessels in the 24 to 75 meters market segment – the sweet spot of the market – rigorously made-to-measure and distributed through a highly selected number of brand representatives, always at the forefront of innovation also in terms of sustainability solutions.

Aware of its leadership position, the Group has defined its strategic roadmap to 2030, setting Green Tech at its centre, in particular researching and developing hydrogen fuel-cell systems for yachting, while keep investing in the strengthening of the supply chain and of our regional ecosystem. These are the key themes to ensure continuity, in the long term, of the virtuous dynamics experienced so far.

## **A RESPONSIBLE ROUTE**

### **GREEN TECH SOLUTIONS FOR A SHIFT IN YACHTING PARADIGM**

The combined pressure resulting from the customer requests, increasingly responsible and focused on sustainability issues, and a more restrictive regulatory framework in terms of shipping emissions, has been pushing Sanlorenzo to firmly believe that the implementation of a serious and long-term strategy on sustainability of luxury yachting is no longer an option.

Thanks to the exclusive agreement signed in 2021 with Siemens Energy, the segment of yachts above 40 metres in length will initially see the integration of hydrogen fuel cells for power generation for hotellerie functions. The first application will be on a 50Steel Superyacht scheduled for delivery in 2024.

The chosen fuel of the future for vessels above 40 metres is green methanol, produced by combining green hydrogen that stores energy from renewable sources with CO<sub>2</sub> captured from the atmosphere with carbon capture systems. The quantity of CO<sub>2</sub> released in the atmosphere in the combustion process is therefore equal to the quantity of CO<sub>2</sub> captured from the environment to produce methanol, allowing a circular system and completely carbon-neutral.

The segment of the yachts below 24 metres in length sees Bluegame engaged in the design and construction of the first chase boat with propulsion fed exclusively with hydrogen fuel cells and using foils, to reach 50 knots of speed for up to 180 miles with zero emissions. This BGH model will debut alongside American Magic, challenger in the 37th edition of the prestigious America's Cup in 2024 co-sponsored by the New York Yacht Club.

Capitalising on the experience in this extremely complex project, today the highest possible expression of sustainable technology on board a boat, Bluegame is developing the multi-hull model BGM65HH (hydrogen-hybrid), which will enable 80 miles of zero-emission cruising.

The world of the shipping provides encouraging feedbacks on the correctness of this route, as the behemoth Maersk, which alone accounts for a 15% global market share, has been declaring since autumn 2021 significant investments in the fleet, both in terms of new build and engine refits of existing vessels, running on e-methanol.

### **SUSTAINABLE AND PROFITABLE GROWTH**

After an above-average growth for the two years post-Covid, with growth rates over 25%, Sanlorenzo consolidates the turnover, returning to a sustainable high single-digit growth rate equally driven by the prices-mix product-volumes effect.

Focused on the constant increase in margins, the Company can rely on a unique business model closer to luxury than to boating, and a prudent investment policy that ultimately translates into a high return on investment and a consistent cash generation capacity.

As a result, Sanlorenzo today boasts an extremely solid balance sheet, which will allow to seize all the opportunities that the market will present, in line with the Group's long-term strategy.



In the last 12-18 months, Sanlorenzo has acquired stakes, majority or minority depending on the context, in key companies of its supply chain, to ensure their growth along with the business and keep them up to speed in terms of innovation, also integrating downstream with the acquisition – in the final stage of due diligence – of the major retailer in the APAC region, a key market with an undisputed long-term potential.

\* \* \*

Today at 3:30PM CET, the management team of Sanlorenzo will hold a conference call to present H1 2023 consolidated results and 2023 guidance, as well as the latest Company's updates to the financial community and the press. Please click the following link to join the conference call:

<https://us02web.zoom.us/j/86834803240?pwd=YVY5OUxXWlJ3TmE3YmxLMVZhcFpwUT09>

The supporting documentation will be published in the "Investors/Conferences and presentations" section of the Company's website ([www.sanlorenzoyacht.com](http://www.sanlorenzoyacht.com)) before the conference call.

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The manager charged with preparing the company's financial reports, Attilio Bruzzese, pursuant to Article 154-bis, paragraph 2, of Italian Legislative Decree no. 58 of 1998 (Consolidated Law on Finance – "TUF") states that the information in this communication correspond to the records, ledgers and accounting entries.

This document includes forward-looking statements relating to future events and operational, economic and financial results of Sanlorenzo Group. These forecasts, by their nature, contain an element of risk and uncertainty, as they depend on the occurrence of future events and developments.

This document makes use of some alternative performance indicators. The represented indicators are not identified as accounting measurements in the context of IFRS standards and, therefore, must not be viewed as alternative measurements to those included in the financial statements. The management team retains that these indicators are a significant parameter for the assessment of the Group's economic and financial performance.

The reclassified accounting statements in this document have not been audited by the independent auditors. The condensed half-yearly consolidated financial statements as at 30 June 2023 are currently being audited, to date, in the course of being completed.

The Half-Yearly Financial Report as at 30 June 2023 will be made available to the public, in accordance with current provisions, at the Company's registered office in via Armezzone 3, Ameglia (SP), in the "Investor Relations"/Results and financial documents" section of the Company's website ([www.sanlorenzoyacht.com](http://www.sanlorenzoyacht.com)) and on the eMarket Storage mechanism ([www.emarketstorage.it](http://www.emarketstorage.it)).

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#### **Sanlorenzo S.p.A.**

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 (40-73 metres aluminium and steel superyachts); Bluegame Division (13-23 metres sports utility yachts in composite). Sanlorenzo also offers an exclusive range of services dedicated to its clients, such as a monobrand charter program (Sanlorenzo Charter Fleet), maintenance, refit and restyling services (Sanlorenzo Timeless) and crew training (Sanlorenzo Academy).

The Group employs over 960 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 2022, the Group generated net revenues from the sale of new yachts of €740.7 million, Adjusted EBITDA of €130.2 million (EBITDA of €129.6 million) and a Group net profit of €74.2 million.

[www.sanlorenzoyacht.com](http://www.sanlorenzoyacht.com)

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## SANLORENZO GROUP

### RECLASSIFIED INCOME STATEMENT AS OF 30 JUNE 2023

(€'000)	Six months ended 30 June				Change	
	2023	% Net Revenues New Yachts	2022	% Net Revenues New Yachts	2023 vs. 2022	2023 vs. 2022%
<b>Net Revenues New Yachts</b>	<b>388,431</b>	<b>100.0%</b>	<b>344,866</b>	<b>100.0%</b>	<b>43,565</b>	<b>+12.6%</b>
Revenues from maintenance and other services	6,259	1.6%	5,405	1.6%	854	+15.8%
Other income	4,984	1.3%	2,628	0.8%	2,356	+89.6%
Operating costs	(331,831)	(85.4)%	(296,289)	(85.9)%	(35,542)	+12.0%
<b>Adjusted EBITDA</b>	<b>67,843</b>	<b>17.5%</b>	<b>56,610</b>	<b>16.4%</b>	<b>11,233</b>	<b>+19.8%</b>
Non-recurring costs	(186)	(0.1)%	(350)	(0.1)%	164	-46.9%
<b>EBITDA</b>	<b>67,657</b>	<b>17.4%</b>	<b>56,260</b>	<b>16.3%</b>	<b>11,397</b>	<b>+20.3%</b>
Amortisation/depreciation	(14,523)	(3.7)%	(11,973)	(3.5)%	(2,550)	+21.3%
<b>EBIT</b>	<b>53,134</b>	<b>13.7%</b>	<b>44,287</b>	<b>12.8%</b>	<b>8,847</b>	<b>+20.0%</b>
Net financial expense	647	0.2%	(274)	-	921	n.a.
Adjustments to financial assets	358	0.1%	99	-	259	n.a.
<b>Pre-tax profit</b>	<b>54,139</b>	<b>13.9%</b>	<b>44,112</b>	<b>12.8%</b>	<b>10,027</b>	<b>+22.7%</b>
Income taxes	(15,234)	(3.9)%	(11,186)	(3.3)%	(4,048)	+36.2%
<b>Net profit</b>	<b>38,905</b>	<b>10.0%</b>	<b>32,926</b>	<b>9.5%</b>	<b>5,979</b>	<b>+18.2%</b>
Net (profit)/loss attributable to non-controlling interests	138	0.0%	(463)	(0.1)%	601	-129.8%
<b>Group net profit</b>	<b>39,043</b>	<b>10.1%</b>	<b>32,463</b>	<b>9.4%</b>	<b>6,580</b>	<b>+20.3%</b>

## SANLORENZO GROUP

### RECLASSIFIED STATEMENT OF FINANCIAL POSITION AS OF 30 JUNE 2023

(€'000)	30 June	31 December	30 June	Change	
	2023	2022	2022	30 June 2023 vs. 31 December 2022	30 June 2023 vs. 30 June 2022
<b>USES</b>					
Goodwill	15,985	10,756	8,667	5,229	7,318
Other intangible assets	52,087	51,374	46,766	713	5,321
Property, plant and equipment	168,066	158,710	145,312	9,356	22,754
Equity investments and other non-current assets	9,363	11,426	26,561	(2,063)	(17,198)
Net deferred tax assets	8,681	5,495	7,556	3,186	1,125
Non-current employee benefits	(2,193)	(1,109)	(842)	(1,084)	(1,351)
Non-current provisions for risks and charges	(9,939)	(9,944)	(14,933)	5	4,994
<b>Net fixed capital</b>	<b>242,050</b>	<b>226,708</b>	<b>219,087</b>	<b>15,342</b>	<b>22,963</b>
Inventories	89,044	53,444	76,086	35,600	12,958
Trade receivables	19,536	21,784	9,297	(2,248)	10,239
Contract assets	119,118	168,635	98,501	(49,517)	20,617
Trade payables	(182,397)	(155,979)	(141,945)	(26,418)	(40,452)
Contract liabilities	(129,862)	(132,369)	(127,721)	2,507	(2,141)
Other current assets	57,687	60,388	60,771	(2,701)	(3,084)
Current provisions for risks and charges	(7,178)	(8,039)	(4,819)	861	(2,359)
Other current liabilities	(41,511)	(44,828)	(40,078)	3,317	(1,433)
<b>Net working capital</b>	<b>(75,563)</b>	<b>(36,964)</b>	<b>(69,908)</b>	<b>(38,599)</b>	<b>(5,655)</b>
<b>Net invested capital</b>	<b>166,487</b>	<b>189,744</b>	<b>149,179</b>	<b>(23,257)</b>	<b>17,308</b>
<b>SOURCES</b>					
Equity	306,973	290,081	240,301	16,892	66,672
(Net financial position)	(140,486)	(100,337)	(91,122)	(40,149)	(49,364)
<b>Total sources</b>	<b>166,487</b>	<b>189,744</b>	<b>149,179</b>	<b>(23,257)</b>	<b>17,308</b>

## SANLORENZO GROUP

### NET FINANCIAL POSITION AS OF 30 JUNE 2023

(€'000)	30 June	31 December	30 June	Change	
	2023	2022	2022	30 June 2023 vs. 31 December 2022	30 June 2023 vs. 30 June 2022
A Cash	222,552	146,317	182,601	76,235	39,951
B Cash equivalents	-	-	-	-	-
C Other current financial assets	59,332	55,459	11,480	3,873	47,852
<b>D Liquidity (A + B + C)</b>	<b>281,884</b>	<b>201,776</b>	<b>194,081</b>	<b>80,108</b>	<b>87,803</b>
E Current financial debt	(72,110)	(28,307)	(13,658)	(43,803)	(58,452)
F Current portion of non-current financial debt	(21,589)	(23,873)	(29,767)	2,284	8,178
<b>G Current financial indebtedness (E + F)</b>	<b>(93,699)</b>	<b>(52,180)</b>	<b>(43,425)</b>	<b>(41,519)</b>	<b>(50,274)</b>
<b>H Net current financial indebtedness (G + D)</b>	<b>188,185</b>	<b>149,596</b>	<b>150,656</b>	<b>38,589</b>	<b>37,529</b>
I Non-current financial debt	(47,699)	(49,259)	(59,534)	1,560	11,835
J Debt instruments	-	-	-	-	-
K Non-current trade and other payables	-	-	-	-	-
<b>L Non-current financial indebtedness (I + J + K)</b>	<b>(47,699)</b>	<b>(49,259)</b>	<b>(59,534)</b>	<b>1,560</b>	<b>11,835</b>
<b>M Total financial indebtedness (H+L)</b>	<b>140,486</b>	<b>100,337</b>	<b>91,122</b>	<b>40,149</b>	<b>49,364</b>

## SANLORENZO GROUP

### RECLASSIFIED CONSOLIDATED STATEMENT OF CASH FLOWS AS OF 30 JUNE 2023

(€'000)	30 June 2023	30 June 2022	Change
EBITDA	67.657	56.260	11.397
Taxes paid	(1.761)	(9.221)	7.460
Change in inventories	(35.600)	(7.817)	(27.783)
Change in net contract assets and liabilities	47.010	43.467	3.543
Change in trade receivables and advances to suppliers	(1.996)	7.144	(9.140)
Change in trade payables	26.418	21.820	4.598
Change in provisions and other assets and liabilities	(12.847)	12.126	(24.973)
<b>Operating cash flow</b>	<b>88.881</b>	<b>123.779</b>	<b>(34.898)</b>
Change in non-current assets (investments)	(13.144)	(17.634)	4.490
Business acquisitions and other changes	(9.868)	(28.645)	18.777
<b>Free cash flow</b>	<b>65.869</b>	<b>77.500</b>	<b>(11.631)</b>
Interest and financial charges	(1.007)	(318)	(689)
Other cash flows and changes in equity	(24.713)	(25.066)	353
<b>Change in net financial position</b>	<b>40.149</b>	<b>52.116</b>	<b>(11.967)</b>
Net financial position at the beginning of the period	100.337	39.006	61.331
Net financial position at the end of the period	140.486	91.122	49.364

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