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Oggetto : Sanlorenzo presents the new corporate
structure to drive business growth

Testo del comunicato

Vedi allegato

SANLORENZO

Sanlorenzo presents the new corporate structure to drive business growth

Following the recent major business developments, particularly the integration of Simpson Marine and Nautor Swan, the Group announces its new organizational structure, both in terms of Business Units and top management appointments

Press Release, 5 December 2024 – Following recent significant business developments that have led to an expansion of **Sanlorenzo's** corporate scope - with the acquisition of Simpson Marine, one of the leading operators in the APAC region for yacht sales and services, and of the Nautor Swan Group, a prestigious sailboat shipyard based in Finland - **the Group has established a new organizational structure.**

Tommaso Vincenzi, as Executive Director of Sanlorenzo S.p.A., will manage and coordinate the company through two steering committees: the **Yacht and Superyacht Business Units**. These committees will be responsible for defining and implementing the main strategic guidelines and development projects of the two businesses. Vincenzi joined Sanlorenzo in 2008 as Product Development Project Manager, consolidating his expertise in the company's Operations field. In his position as COO of the Yacht Business Unit, his contribution was crucial to the company's strategic development, achieving significant results through the launch of new models, opening of new plants, and consequent improvement of production capacity to support the growth of volume, revenue, and profitability. Until today he held the position of President of the Yacht Business Unit.

To promote continuous synergy between Yacht and Superyacht, **Sanlorenzo Sales Management** has also been established and entrusted to **Vincenzo Soria**, as **Sanlorenzo Chief Sales Officer**. Soria has gained significant commercial experience leading VMarine in the major markets of France, Monaco, and Italy (Northwest), and will contribute to the development of commercial strategies also through the direct and functional coordination of different geographical areas, as well as Sanlorenzo's Brand Representatives.

Finally, the **Corporate General Management** is established and entrusted to **Pier Francesco Acquaviva**, who joined Sanlorenzo in 2022 as Group HR Director, a role to which the following year he added that of Head of Sustainability, an area of great strategic importance for the Group. After graduating in Economics in 2008, Acquaviva joined Ferrari, where he completed a PhD in International and Comparative Labor Relations, continuing from 2014 at the American multinational company Huntsman before moving to Bonfiglioli.

In his role, Acquaviva has the task of overseeing and coordinating the activities of the corporate functions with cross-functional responsibility across the Business Units, with reporting of the functions:

- **Group AFC, M&A and Investor Relations**, which continues to be entrusted to the **Group CFO Attilio Bruzzese**,
- **Group Corporate Integration and Strategic Projects**,
- **Group HR & Organization, Group ICT, Group Legal and Corporate Affairs and Group Sustainability.**

To be clear, Attilio Bruzzese is hereby confirmed as the manager responsible for preparing the company's financial statements pursuant to Article 154-bis TUF, with unchanged powers, duties and responsibilities.

The new organizational structure of the BU

As for the Business Units, new ones are being added to the existing ones, with a consequent distribution of management responsibilities. Below is a summary of the new organizational structure, reporting directly to **Massimo Perotti**, Chairman and CEO of the Sanlorenzo Group:

- **Sanlorenzo**, which encompasses the Yacht and Superyacht areas, is entrusted to **Tommaso Vincenzi**;
- **Bluegame** remains under the leadership of **Carla Demaria**;
- **Nautor Swan** confirms the guidance of **Giovanni Pomati**;
- **High End Service and Charter Fleet** remains under the responsibility of **Luca Cristino**.

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Sanlorenzo

*For over 60 years, Sanlorenzo has been a **worldwide-recognized Made in Italy icon**, producing **custom-built, top-of-the-line** motoryachts that blend **quality, design and craftsmanship with the most advanced and sustainable engineering and technological solutions**.*

*The shipyard, the world's first mono-brand in the production of yachts and superyachts over 24m, was founded in 1958 in Limite sull'Arno, near Florence, by two shipwrights, Gianfranco Cecchi and Giuliano Pecchia. In 1972 it was taken over by Giovanni Jannetti, who moved its headquarters to Ameglia (SP) in 1999. In 2005, **Massimo Perotti** - with twenty years of experience in the sector - picked up the baton by purchasing the company. Under his guidance, Sanlorenzo registered an extraordinary growth: the net revenues from new yachts increase from €40 million in 2004 to €840 million in 2023. In 2019 the company was listed on the Euronext STAR segment of the Italian Stock Exchange.*

Today, the production of the Business Yacht Unit (in composite from 24 to 40m) and the Business Unit Superyacht (metal from 44 to 73m) is distributed across 5 shipyards: La Spezia, Ameglia, Viareggio, Massa and Arbatax (Sardinia). In addition to the Yacht and Superyacht Business Units, the production of the Sanlorenzo Group is also articulated into the Bluegame Business Unit (in composite between 13 and 23m); and the Nautor Swan Business Unit (sailing yachts in carbon fibre and composite, and motor yachts in composite, between 13 and 39m).

*The strong drive for innovation that has characterised the company's vision has enabled the company to introduce numerous solutions over the years that have profoundly changed the yachting world, such as the **terraces within the hull**, the **asymmetrical layout** or the **open space concept on board**. Fundamental in this path was the close collaboration with the world of design and architecture, developed entrusting the realisation of the interiors of its yachts to authoritative signatures such as Rodolfo Dordoni, Citterio Viel, Piero Lissoni (since 2018 Art Director of the company), Patricia Urquiola and Studio Christian Liaigre.*

If design, innovation and art were the drivers of the 2010-2020 decade in Sanlorenzo's vision, for the decade up to 2030 the focus lies on sustainability and technological revolution, attention to the supply chain and services dedicated to its clientele.

*The company has set out a clear path toward carbon neutrality, the "**Road to 2030**," which is embodied in exclusive strategic agreements with the world's largest players in the fields of mobility and sustainable energy, such as Siemens Energy and Rolls-Royce Solution GmbH - Global Marine (MTU), for the development of the most innovative and environmentally friendly solutions for Sanlorenzo and subsidiary Bluegame's yachts, such as green methanol and hydrogen, which will revolutionize the boating world in the coming years.*

*Two important milestones have been achieved in 2024, in terms of both technological and sustainable innovation of Sanlorenzo. The launch and delivery of the **Superyacht 50Steel**, with the first installation of the Fuel Cell system powered by hydrogen reformed directly on board from green methanol, for power generation feeding hotel services - resulting from the exclusive agreement with Siemens Energy and certified by Lloyd's Register -, and the deliveries of the **Bluegame BGH** tender, powered exclusively by hydrogen and zero emissions, which in October competed in the America's Cup as a supporting "chase boat" for both the New York Club American Magic team and the French Orient Express team.*

*Furthermore, in 2024 Sanlorenzo announced **the acquisition of the Nautor Swan Group**, worldwide iconic brand engaged in the design, construction, sale and refit of top-end sailing yachts with Swan, Maxi Swan, and ClubSwan range, as well as motor yachts under Swan Shadow, Swan OverShadow and Swan Arrow models.*

Consistent with its identifying values, Sanlorenzo's commitment to sustainability and the promotion of marine culture is also expressed through two prestigious projects. The **Fondazione Sanlorenzo**, strongly wanted by the Perotti family, which, born in 2022, implements actions aimed at supporting Italy's minor islands and improving the economic and social conditions of their communities, starting with their youngest members. **Sanlorenzo Arts Venice**, the Group's new cultural research center, a founding member of the Venice World Capital of Sustainability Foundation: a hybrid space dedicated to culture and the arts, encapsulating Sanlorenzo's values of sustainability, innovation and design, which aims to contribute to a global movement to foster positive change, for a more sustainable future.

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