

SANLORENZO

Sanlorenzo awarded amongst the “Best Managed Companies 2022”

The Italian luxury Maison in the yachting industry once again winner of the prestigious recognition of Deloitte Private

Ameglia (La Spezia), 4 October 2022 – For the fifth consecutive year, Sanlorenzo is among the companies that have won the “Best Managed Company Award 2022”, the Deloitte Private prize awarded annually to Italian companies that have distinguished themselves for strategy, skills and innovation, commitment and corporate culture, governance and performance measurement, sustainability, supply chain and internationalisation.

The prize was awarded by a jury of experts composed of: Fabio Antoldi, full professor of Business Strategy at the ALTIS Università Cattolica del Sacro Cuore; Renato Goretta, member of the National Presidency Council of Confindustria’s Piccola Industria; Marta Testi, CEO of Elite-Euronext. The award ceremony was held on Tuesday 4 October at Palazzo Mezzanotte, the headquarters of Borsa Italiana-Euronext.

Founded in 1958 in Limite Sull'Arno (FI), 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. In 2005, when the Company had a turnover of about €45 million, Mr. Massimo Perotti acquired the majority of Sanlorenzo, guiding its growth and development on international markets. Today, with 2021 net revenues equal to €586 million, manufacturing activities are carried out in four shipyards in La Spezia, Ameglia (SP), Viareggio (LU) and Massa, synergistically and strategically located in the heart of the nautical district. The production is articulated into three business units: Yacht (composite 24-38 metres yachts); Superyacht (40-72 metres aluminium and steel superyachts); Bluegame (13-23 metres sports utility yachts in composite). The Group employs over 680 people and cooperates with a network of thousands of qualified artisan companies.

According to **Mr. Massimo Perotti**, Chairman and CEO of Sanlorenzo, *«It is an honour to receive for the fifth consecutive year this recognition that, along with the management, shall be extended to the work of all the women and men of the group that jointly allowed us to close also the first six months of 2022 with excellent results, alongside a robust order portfolio that supports our forecasts of double-digit growth even in 2023. Our positioning as luxury Maison in the yachting industry is the result of a precise ten-year strategy based on the following guidelines: art, design and innovation in tradition. For the future we have just announced the new drivers of growth, summarised in the “Road to 2030” vision: sustainability and technology, services and supply chain are now the key themes for development in the medium-long term».*

*«Congratulations to Sanlorenzo for this important award», stated **Ernesto Lanzillo**, Partner Deloitte and Deloitte Private Leader, and **Andrea Restelli**, Partner Deloitte and BMC director for Italy. «This edition, like the one in 2021, took place in a difficult context, marked not only by the persisting effects of the pandemic, but also by the outbreak of a war scenario that has had a severe impact on companies: from supply chain disruptions to high raw material prices, from the energy crisis to the food crisis, with inflation rates reaching record levels. Even in this challenging context, Sanlorenzo keeps growing, demonstrating adaptability and accelerating innovation, testifying to the strength and great potential of Made in Italy entrepreneurship».*

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Sanlorenzo S.p.A.

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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 680 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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